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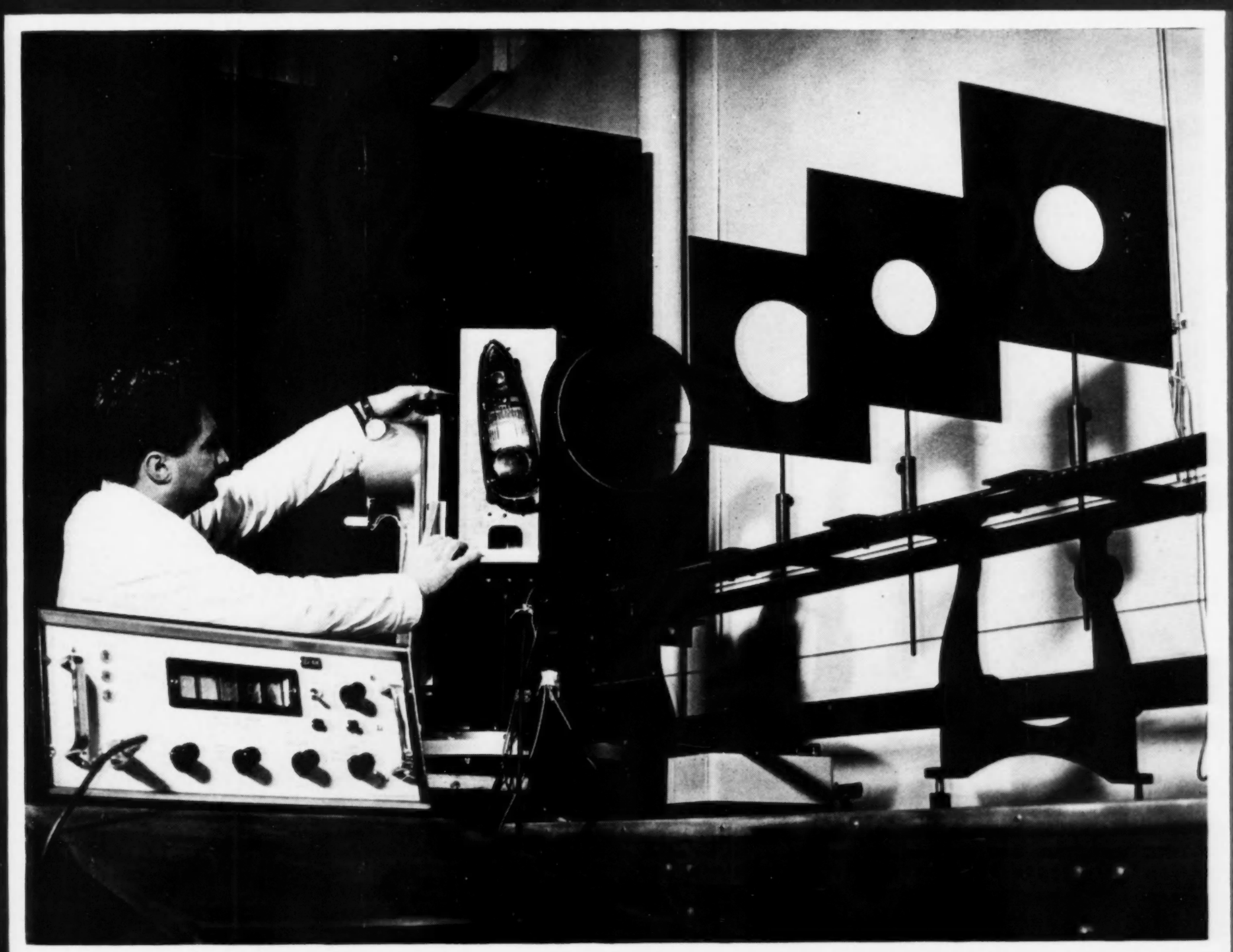

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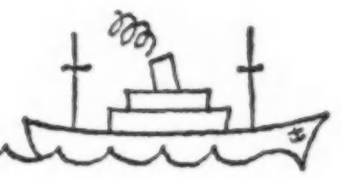

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Front cover photograph

The light distribution from a car tail-lamp unit is measured on a special optical rig at the British Standards Institution's Testing Centre. An article on the work of the BSI appears on pages 1387-1390 of this issue.

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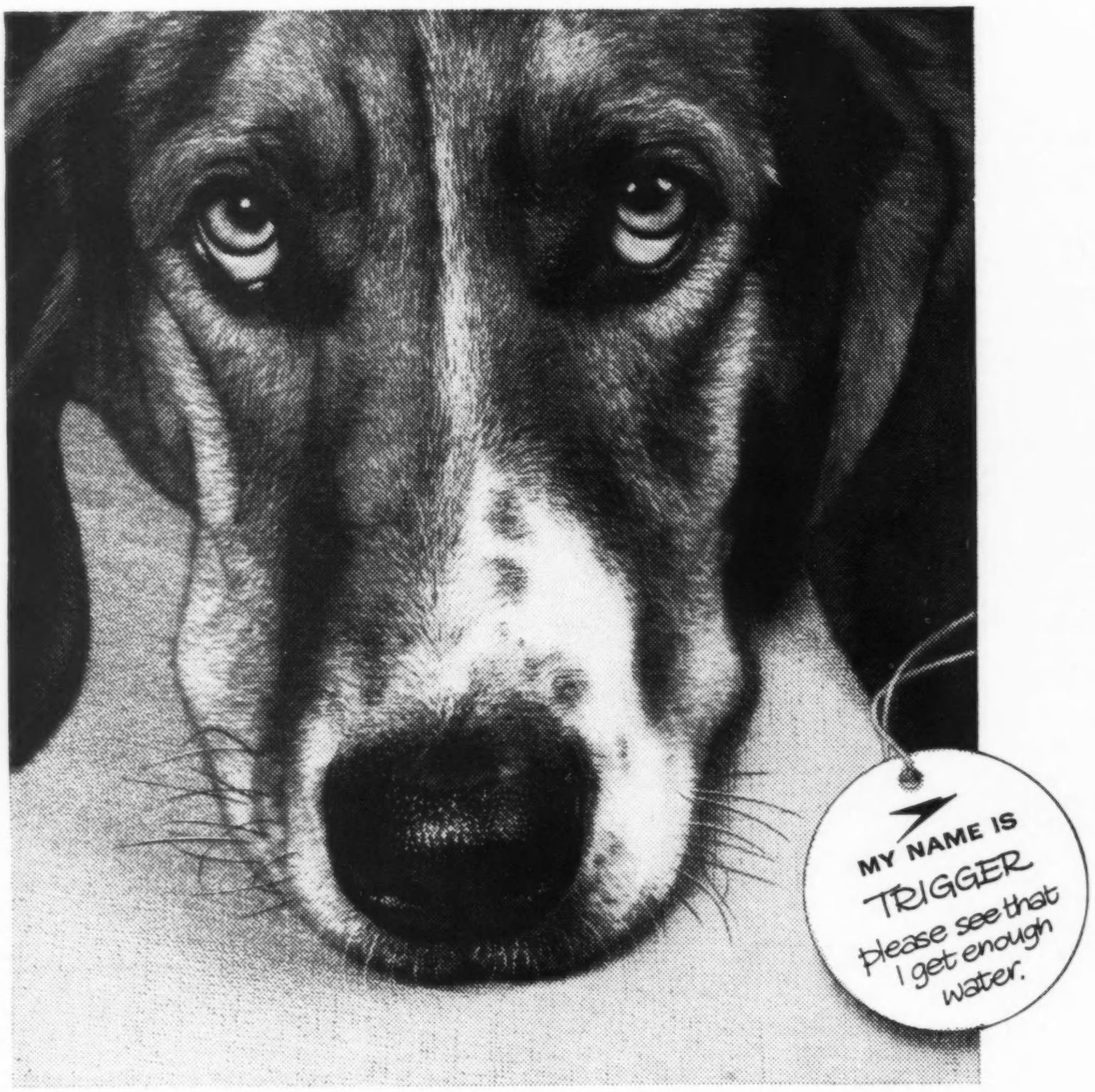

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Good standards a crucial factor in the economy

By H. A. R. BINNEY, CB, Director, The British Standards Institution.

This is the third of several articles which will deal with the current and future activities of some of the industrial organizations which receive, or have received, grants from the Board of Trade since they were established in the immediate post-war years. The first article, on the work of the Council of Industrial Design, was published on May 14. The work of the British Productivity Council was described on June 11. British Institute of Management and the National Research Development Corporation will be covered in subsequent articles. It is hoped that publication will stimulate industry in this country to make wider use of some of the services offered.

THIS ARTICLE is written at a time when BSI's future – certainly one of expansion and some re-organization – is much in the mind of industry and the Government. The field of standards work and the resources required are being currently reviewed by the Government. Some of the 'little Neddies' are examining the use of the standards in their industries. In BSI itself a committee has been reviewing BSI's work and procedures in the light of industry's needs for sound up-to-date standards, reflecting technological advance and conducive to effective competition in export trade. This in essence is BSI's job, and it is increasingly realized that how it does it is important to the whole community.

Good standards, systematically applied, contribute to efficiency throughout the economy: in office equipment and procedures; in packaging and transport – using standard pallets; for roads – construction and safety measures; in building components and methods; in agriculture; as well as in every aspect of production and manufacture – raw materials specified to meet the required purpose and conditions of use, interchangeability of components, quality control and test methods, industrial safety, factory layout and power supply and distribution. In all these spheres there are opportunities for simplification, more economic production and better communication between purchasers and sellers.

In exports and international trade, too, standards have become a quite crucial factor. And their influence will grow, as new countries are industrialized, as products become more complex and consumers everywhere more determined to assess what they are buying. This situation is reflected in the growth of the work on international standards undertaken by BSI from 10 per cent of the time of its technical staff ten years years ago to nearly 50 per cent – of a larger total – today. This in turn reflects the increasing concern that production for export should be based on the same standards as those for the home market, to avoid costly diversity, and the need for information on the standards used in oversea markets. More and more products today must sell on specification, as well as on cost, design, quality or finish.

Many purchasers, moreover, both home and overseas, are increasingly demanding evidence of compliance with standards and plans for extension of testing and certification facilities through BSI's Testing Centre will make an essential contribution to providing such evidence.

BSI has the responsibility and the authority to prepare national standards and to promote their use. These and other related functions derive from its Royal Charter of 1929 and the supplemental Charter of 1931. The principle that standards must carry the substantial agreement of interested parties has been regarded as fundamental from the beginning. The structure of councils and committees and their composition, and BSI's procedures for wide consultation, are designed to ensure this. The interpretation of the principle is not always easy when the interests of a minority appear to conflict with the wider general interest and there is a widespread demand – as BSI's recent inquiry has demonstrated – that the resolution of conflicting views must be made more rapidly and more ruthlessly when standards are urgently needed for national or export purposes or as the basis of international standards.

Standardization in the international field is growing fast: an ISO committee at work.

BSI AND METRIC STANDARDS

Since this article was written, the statement by the President of the Board of Trade about the use of the metric system in industry has brought a new urgency to the work of preparing metric standards. As the article by the Director of BSI makes clear, there have already been moves in some industries, but an official statement has been widely regarded as the necessary signal for a more general change in industry. BSI has indicated its readiness to help in this situation and has in hand expansion plans and staff recruitment to meet it. There is much to do and the process of changing to metric standards will be a gradual one. An important aspect of the change will be the use of international standards agreements and the growing work in this field which as the Director of BSI has commented, should be stimulated by Britain's decision to go metric in the industrial field.

The scale of activities

BSI's budget is now over £1 million and revenue to meet it is expected this year to come in roughly equal proportions from the Government, from sales of British Standards, and from the sub-

scriptions of industry, public and local authorities, professional bodies and individuals, together with a rather smaller amount at present from testing and certification fees, balancing the expenditure on these activities. It would be unrealistic, however, to represent the contributions in cash as the total contribution to BSI's work. The annual expenditure of time and money by industrial and other representatives on work for BSI committees and for international committees has been reckoned as of the order of a further £2 million. A move, however, is being made to a system of preparing standards under which committees are less frequently convened and more of the detailed work is done by members of BSI staff, assisted by small drafting panels.

Other indicators of the scale of BSI work are the existing 5,000 publications, the annual output of more than 400 new and revised British Standards and Codes of Practice, sales of 1½ million copies, 6,000 BSI committee meetings and some 150 international standards meetings in which BSI participates during a year. 1,800 projects for British Standards are currently in the national programme and an even larger number in those of the international committees. The library at British Standards House contains reference copies of the national standards of some 50 countries and many hundreds of new oversea standards are received every month.

BSI now has, in addition to its headquarters building in London, a conference and committee centre close by, its testing centre at Hemel Hempstead in Herts, its centre for textile work and a sales office in Manchester, and other sales offices operated in conjunction with the local Chambers of Commerce in Birmingham, Bristol, Glasgow and Liverpool.

In a brief review it is impossible to do more than illustrate the range of subjects covered in British Standards, by specifications of quality or dimensions, methods of testing, analysis and sampling, glossaries, symbols, and codes of good practice. Standards published recently deal with such diverse items as engineering drawing practice, instrument scale design, a code of practice for the structural use of precast concrete, new design for pressure vessels, electric lighting fittings, firemen's helmets, flow measurement and the designation of pernicious contraries in waste paper. There is an increasing emphasis on standards for the newer industries such as plastics, nuclear energy data processing and electronics.

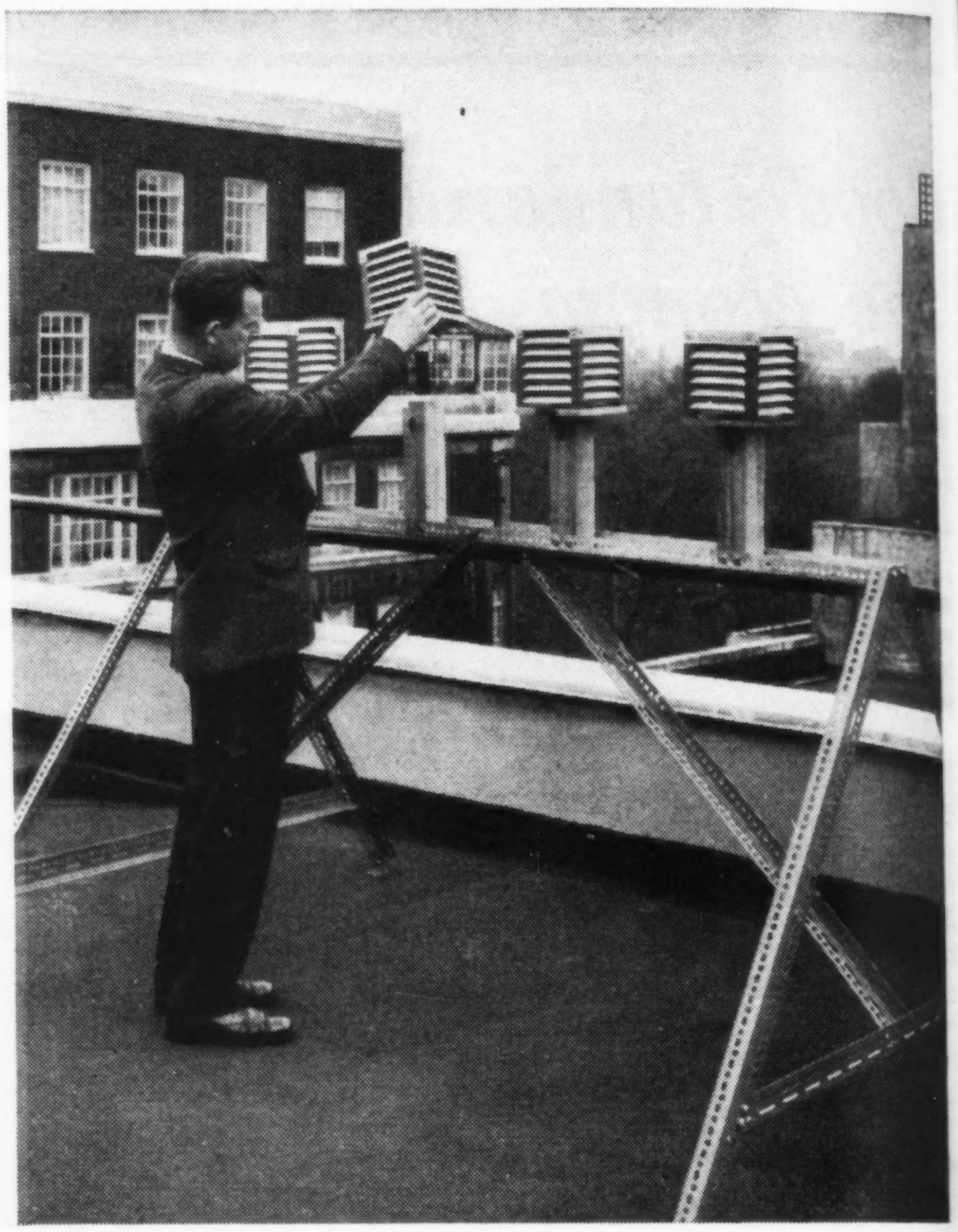
The development of industrialized building, so important to the urgent housing programme, can only be effective and economical if based on national standards, and BSI is expanding its building work in close co-operation with the Ministry of Public Buildings and Works. The fundamental standard on which much else will depends is that for dimensional co-ordination, and a draft – significantly in metric terms – is now out for general comment.

Other major programmes are those for machine tools, non-destructive testing (including ultrasonic testing) domestic electrical appliances, vehicle lighting, vacuum technology, dental, medical and surgical equipment, and packaging.

Safety in factories and offices, on building sites, on the roads and in the home is a recurring theme, whether through colour codes giving warning of danger or the presence of radioactivity, identifying pipelines and so on; guarding of machinery; protective clothing against fire, flying molten metal and toxic chemicals; scaffolding and safety nets; electrical office equipment; vehicle barrier fences and glare screens; safety glass; lifejackets; car safety belts. Such safety standards and others on which BSI is now working can provide the criteria for compliance with national regulations and other requirements.

International work

The growing scale of international standards agreement and its importance to United Kingdom exports mean that the national programme and priorities are to an increasing extent dictated by the progress of work in international committees. In some cases, for example electronics, the preparation of new British Standards consistently follows closely on the establishment of the international recommendation. A British Standard, though substantially accepted, as is not unusual, as the basis of international agreement, will still often require modification and its revision will be timed accordingly. BSI has been left in no doubt that industry regards the establishment of acceptable international standards as one of the urgent tasks to help the export drive – hence the large effort put by BSI into the work of the International Organization for Standardization (ISO), the International Electrotechnical Commission (IEC), and the International Commission on Rules for the Approval of Electrical Equipment (CEE). In Western Europe we are associated with the Comité Européen de Coordination des Normes (CEN) and its electrical counterpart CENEL in the pursuit of fully unified standards – an aim which is clearly of major importance within the Common Market itself, particularly in the 'harmonization' of technical regulations. In the Commonwealth our working links with other standards organizations are close, both through day to day exchange of information and comments on draft standards and periodical conferences, the next of which is to be held this summer in London.



Check testing by BSI of materials used by local authorities in the measurement of air pollution.

Metric standards

In the argument about a change to the metric system in this country, standards are of course fundamental. BSI reported some 18 months ago the result of an inquiry in its industry committees which pointed to a majority view – though with some important minority dissent – in favour of a change. Since then there have been moves in some individual industries to establish new standards in metric measures alone (as distinct from some standards with parallel inch and metric series or the many giving metric equivalents of British measures for information). This trend seems likely to continue and we expect to have a growing series of metric standards, based wherever possible on the internationally agreed metric series of dimensions, whether as alternatives to the inch/lb. standards for particular export or other purposes, or as new British Standards to replace the old. As the basis for metric practice BSI has recently published a British Standard setting out the 'SI' – or

Système International – units, the system now internationally accepted.

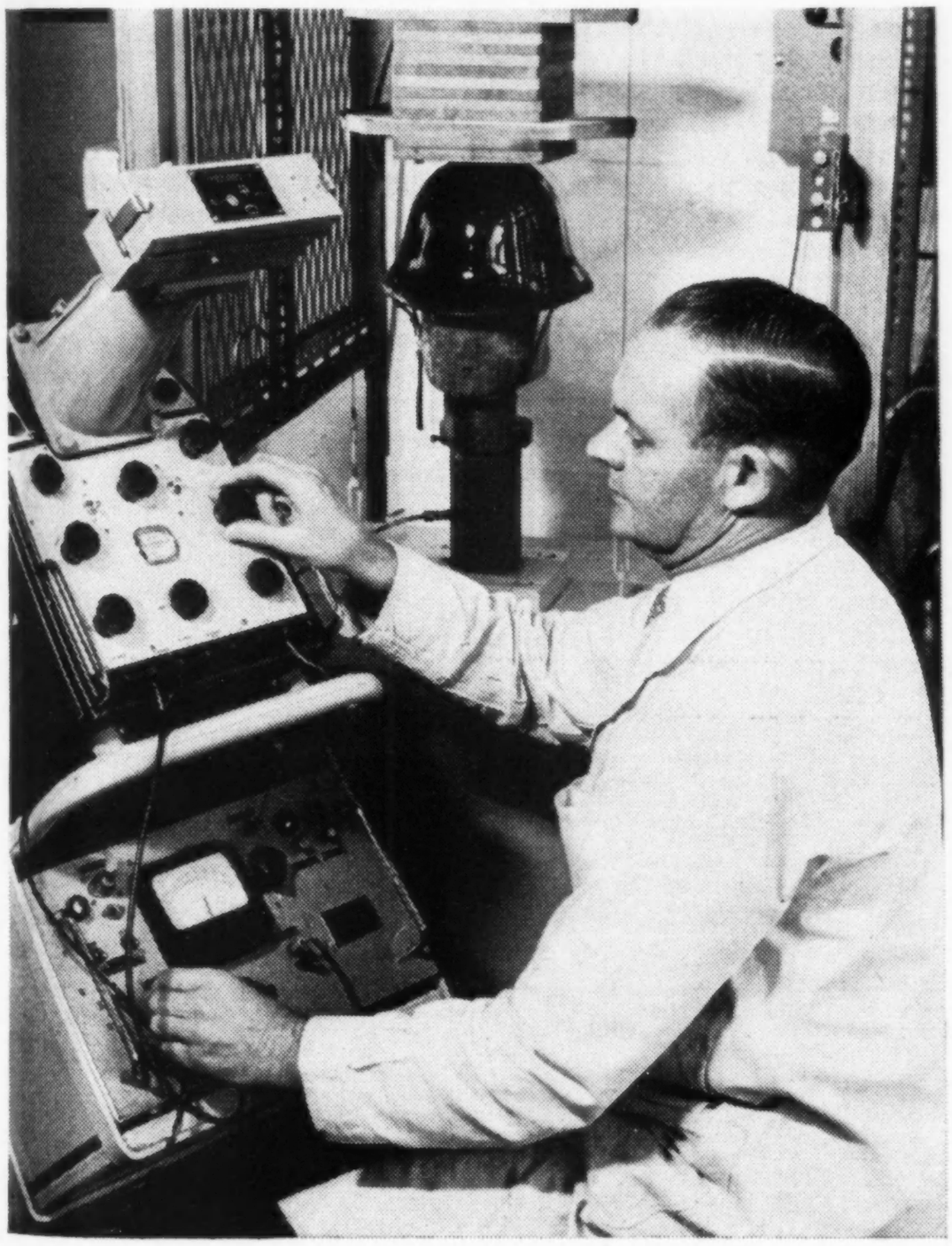
Information service

While much is being done through international co-operation to simplify the technical problems of international trade, the size and complexity of industry and commerce must continue to require exporters to comply with many differing standards in overseas markets. BSI is increasingly relied upon for information on these standards requirements. *BSI News* (the journal circulated to subscribing members) reports on national and international developments and new publications. It includes an overseas supplement listing new standards received from abroad. Many individual inquiries are dealt with daily.

Certification marking. Testing for home and export trade

With greater assistance on standards, there comes also the problem of proving compliance, whether by test certificates, approval procedures or certification marking of products. Certification marking is used in many countries, and the BSI mark – the Kite Mark – has been in use for many years as an independent assurance of compliance with the relevant British Standard. The Kite Mark may only be used on a product under licence and if BSI is satisfied (through inspection of production processes and control arrangements, and by independent testing) that the product is consistently manufactured in accordance with the standard. Such marking schemes encourage good quality control and eliminate the need for check testing of goods by individual purchasers at the point of delivery – a saving in national manpower and time.

The Kite Mark is used in connection with a growing number of British Standards, the majority dealing with industrial products such as zinc alloy die castings, transformers, cast iron pipes or road marking materials, but many types of consumer goods are now



Standards for safety: the prototype of a helmet for firemen to comply with a new British Standard is tested by dropping a 10lb. block of hardwood through 12ft. on to the helmet three times and measuring the shock transmitted to the 'head'.

THE KITE MARK—is a registered certification trade mark, owned by the British Standards Institution, which manufacturers may use only under licence from the BSI. The Kite mark provides buyers—whether large-scale purchasers or ordinary shoppers—with an independent assurance that goods on which it appears satisfy the requirements of a particular British Standard specification. The Kite mark signifies that the BSI has satisfied itself that the goods concerned have been made in accordance with procedures laid down in the relevant British Standard. This involves not only BSI approval of a prototype but continuous supervision of the factory production line where the goods are made to ensure that quality control arrangements are satisfactory, and continuous testing of sample products by BSI or other approved laboratories.

covered and such schemes have proved their value, particularly for safety products such as motor cyclists' helmets and car seat belts.

Much of the testing of Kite Marked products is carried out at BSI's testing centre at Hemel Hempstead and inspection is also carried out by the staff of the centre. It was established about six years ago and is rapidly growing, to accommodate the increased demands for its services. Under the marking scheme for motor cyclists' helmets, three out of every 200 helmets produced are tested to destruction; there is a dynamic rig for testing car seat belts and apparatus for testing oil heaters, including a 21ft. long wind tunnel in which heaters must withstand an 18 mph wind draught without flaring. Other tests under Kite Mark schemes include those for lifejackets, thief resistant locks, fillings for mattresses, industrial goggles, portable electric tools and flameproof materials.

Under the BSI/CSA agency scheme, electrical products destined for the Candian market are approved for compliance with the electrical safety requirements of the Provinces of Canada. Information on other Canadian requirements and how to satisfy them are readily available to manufacturers exporting to Canada such products as boilers and pressure vessels, welded fabrications, plumbing brass, oil heaters and car seat belts.

Work is also done at the centre on prototype testing of electrical components used in equipment tested by the British Electrical Approvals Board and in gas appliances submitted for the Gas Council's approval. Manufacturers can also obtain certificates indicating compliance with certain requirements of European markets. In the photometric and electrical fittings laboratory, with its extensive equipment, testing of street lighting, floodlights, internal light fittings and so on is carried out; a section is also concerned with the testing of headlamps, rear lamps and reflectors for export to Europe under the Ministry of Transport's 'E' scheme. These examples illustrate well the rapidly developing scope of the Centre and its potentialities for helping home and export trade.

Standards and the consumer

As in other sectors, standards for consumer goods are the subject of increasing and critical interest. The demand is not only for standards of safety – as for low flammability fabrics or reliability of furniture or bedding, but also for information on materials or on the performance of various grades or types of product. The Consumer Council is now promoting a labelling scheme for which standard methods of measuring performance established by BSI will be used.

The consumer viewpoint is frequently represented in BSI by the Women's Advisory Committee, which now has its representatives on over 80 BSI technical committees and has a panel of 600 correspondent members prepared to complete questionnaires and make local inquiries. It issues a quarterly report to the branches of its constituent organizations and arranges conferences in different parts of the country at which the BSI's work is described and problems relating to consumer goods are discussed. The WAC also

(Continued on next page)

represents shoppers on bodies such as the British Electrical Approvals Board as well as on the Consumer Council with which it collaborates closely and whose advent has brought increasing stimulus to BSI's consumer work.

Over the last decade there has been a rapid growth of consumer organizations in many countries, many of which are affiliated to the International Organization of Consumers' Unions. In its work with the international standards organizations, BSI tries to ensure that the consumer's view is properly represented in the preparation of international recommendations of interest to consumers.

Standards in practice

BSI provides the standards for others to use – it cannot itself enforce them. Standards departments in firms, purchasing officers, Government departments in contracts and in a regulatory capacity, determine the extent to which national standards are used and the economies realized. To further the adoption of standards techniques, many countries are now developing associations of standards engineers in close relationship with the national standards organizations. The Standards Associates Section of BSI was set up for this purpose. With regional committees in London and the South-east, Bedfordshire and North Herts., the Midlands, North-east, North-west and South-west England and in Scotland, it welcomes as members those concerned in their work with any aspect of standards. Those newly appointed to organize a standards department or to co-ordinate the standards policy of a firm have through this organization a ready means of contact with those already experienced in the field and a continuing channel for exchange of information and views. And it is by their use in individual firms, large or small, that national standards justify their existence.

A challenging future

Standards work, nationally and internationally, has expanded out of all recognition since the first standards committee was established in this country in 1901, the founder body from which the British Standards Institution as we now know it has grown. From the early concentration on engineering the work has spread to most sections of the economy, and the value of international standards is increasingly recognized. BSI can expect growing responsibilities to industry and the Government, and 1965 sees the start of a new and challenging phase in its work.

Minister of Transport visits BSI test centre

THE 4-MILLIONTH car safety belt to be 'Kite-marked' by the British Standards Institution was tested during a visit by Mr. Tom Fraser, the Minister of Transport, to BSI's test centre at Hemel Hempstead on June 18. About 100,000 approved seat belts are now produced in Britain every month: the BSI certification scheme, which is based on statistical sampling, first began in July 1960.

On the same day BSI announced a new British Standard covering safety-belt anchorage points in cars and commercial vehicles up to 30 cwt. unladen capacity. Prepared at the request of the Ministry of Transport, this new standard (BS AU 48) bridges a gap in the safety link provided by seat belts. Weak and badly-positioned anchorage points, it was stated, can completely nullify the effect of safety belts. The Minister of Transport recently announced his intention to make the provision of anchorage points for seat belts compulsory in all new cars. An approval scheme for anchorage points is being proposed by BSI.

Commonwealth visitors in Britain to discuss standards

IN JULY the British Standards Institution will welcome delegates from many parts of the world to the sixth Commonwealth Standards Conference, which is being held in London from July 20-27. This is the first occasion since 1951 that Britain has acted as host. Intervening conferences have been held in New Delhi (1957), Ottawa (1959) and Sydney (1962).

The standards organizations of Australia, New Zealand, India, Canada, Pakistan and Central Africa (Rhodesia, Zambia and Malawi) will be represented, as will those of Ireland and South Africa. Invitations have been extended also to many countries in the Commonwealth – Nigeria, Malaysia and Jamaica for instance – now becoming increasingly conscious of the benefits to be gained from national and international standards. Many of these countries are already establishing their own national testing and standards units.

The many factors influencing standards policy in Britain are significant also for standards organizations in the Commonwealth countries – the rate of technological change, the need for international standards (and related problems of inch and metric systems of measurement), the increasing demand for certified compliance with specifications and the growth of a more sophisticated consuming public. The forthcoming conference will be discussing the issues which all these raise for standards organizations, and how the Commonwealth countries, and others closely associated with them, may collaborate most effectively in meeting these problems.

New and revised British Standards published during May and June

BRITISH STANDARDS published in May and June are listed below. Copies can be obtained from the British Standards House, 2 Park Lane, London, W.1.

B.S.		Price
		s. d.
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553 : 1965	Ethyl acetate	4 0
582 : 1965	Asbestos cement soil, waste and ventilating pipes and fittings	12 6
1595 : 1965	*iso*Propyl alcohol	4 6
2015 : 1965	Glossary of paint terms	17 6
REVISED CODE OF PRACTICE		
CP 310 : 1965	Water supply	15 0
NEW BRITISH STANDARDS		
1500 : —	Fusion welded pressure vessels for use in the chemical, petroleum and allied industries: 1500 Part 3 : 1965 Aluminium. A4 size (4to).	25 0
3288 : —	Insulator and conductor fittings for overhead power lines: 3288 Part 2 : 1965 Dimensions	30 0
3382 : —	Electroplated coatings on threaded components: 3382 Parts 3 and 4: 1965: Part 3 Nickel or nickel plus chromium on steel components. Part 4 Nickel or nickel plus chromium on copper and copper alloy (including brass) components	10 0
3885 : 1965	Tolerances for hot brass stampings	3 6
3887 : 1965	Regenerated cellulose and unplasticized PVC pressure-sensitive closing and sealing tapes	5 0
3888 : 1965	Copper-clad synthetic-resin bonded laminated sheet for use in telecommunication and allied electronic equipment	8 6
3890 : 1965	General recommendations for the testing, calibration and processing of radiation monitoring films	5 0
3891 : —	Buffers and drawgear for railway locomotives and rolling stock: 3891 Part 1 : 1965 Buffers and drawgear where side buffers are used. A4 size (4to)	12 6
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336 : 1965	Fire hose couplings and ancillary equipment	12 6
882 and 1201 : 1965	Aggregates from natural sources for concrete (including granolithic)	5 0
1428 : —	Group A. Combustion trains for the determination of elements: 1428 Part A5 : 1965. Rapid method combustion tubes (Belcher and Ingram type) and absorption tube	5 0
	Group D. Volumetric apparatus: 1428 Part D1 : 1965. Burettes with pressure-filling device and automatic zero	5 0
1489 : 1965	The packaging of covered winding wires for electrical purposes	6 0
1679 : 1965	Containers for pharmaceutical dispensing	12 6
1905 : 1965	Engine lubricating oils (detergent types)	20 0
2053 : 1965	General purpose farm buildings of framed construction	7 6
2586 : 1965	Glass electrodes for measurement of pH	5 0

President on overcoming trade deficit

INTERVIEWED on the trade figures on BBC Television news on June 15, Mr. Douglas Jay, President of the Board of Trade, said: 'The increase is almost entirely in manufactured imports from Western Europe, and these are precisely the sort of goods which one would have expected to be held back until the import cut was made. Apart from that increase the figure is really very much what it has been over recent months if you also allow for a special drop in February when the American dock strike was on. I don't think any new measures are called for.'

Asked about the outlook, Mr. Jay said: 'I think if we can keep up the very considerable recovery of exports we've had this year, which are now running something like 6 per cent above what they were last autumn, then we should be able to cover the gap in a reasonable period of time. But we have got undoubtedly to keep up the export effort very energetically indeed if we are going to overcome the deficit altogether.'

Balance of payments position basically healthier

—The Chancellor

COMMENT on the May figures for United Kingdom overseas trade was also given by Mr. James Callaghan, Chancellor of the Exchequer, when he spoke to the Association of British Chambers of Commerce in London on June 16.

The Chancellor said that, following the publication of the trade figures the previous day, he had been told that he ought to stand in a white sheet because three weeks ago he had said that there had been a 'remarkable improvement' in our balance of payments.

'The May figures taken by themselves were not good,' the Chancellor told the ABCC. 'But I repeat that behind the ups and downs of daily and monthly figures a basically healthier position in our balance of payments is being established. You need only to look at the figures for the first five months to see that this is true. Exports in the three months March to May 1965 were 4½ per cent higher than the average for 1964. Imports over the four months February to May 1965 (a period which evens out special distortions) were 1 per cent lower than the 1964 average. Here is clear evidence of a basically healthier position than 1964.'

The May trade figures were, of course, extremely illuminating. They showed that imports of semi and finished manufactures, especially from Europe, bounced up as soon as the rate of import charge was lowered from 15 to 10 per cent. This reflected the postponement of shipments from the previous months in order to take advantage of the reduction in the charge. This hump in shipments was an answer to all the critics who had said that the import charge was ineffective.

'There is a moral here for all of us,' the Chancellor said. 'We could not have a clearer reminder of the necessity for British manufacturers to be competitive in design, price, salesmanship and service. It is in order to achieve these aims that the Government have taken a hand to increase industrial efficiency through a number of measures, but particularly in this field through the establishment of joint Economic Development Committees (the little Neddies as they are known). One of their major purposes is to review and improve the efficiency of individual industries. Through these new committees we are working with industry itself to improve efficiency radically in those fields where it is necessary.

'Again the setting up of the Ministry of Technology with the work that it has begun to do in many fields will help to make some parts of industry more advanced technologically than they have been up to the moment. This is all being done on the basis of co-operation between Government and both sides of industry, and will secure in the long-term big rewards for the nation.

'In short, the Government is applying the lesson of last year's poor trade performance. Increased efficiency will take time to bring about. But it is of course, true, and needs to be emphasized, that our standards of manufacture are already high enough to ensure that we can satisfy more of our needs from our own output and less from imports. I am not advocating increased protectionism. The Govenment's aim is that British industry should be able fully to meet competition from products coming from overseas.'

Mr. Callaghan went on to say that buying habits died hard, and it had become fashionable in recent years to assume that all the new ideas and the best machinery came from overseas. This attitude neglected the great strides that British industry was making today. 'So before you place your next purchases have a look round and see whether a British manufacturer cannot meet your needs as well as anybody else in the rest of the world. There is everything to be said for buying British if you can. This will help the balance of payments while the longer term measures are beginning to bite. But I emphasize again that we must not shelter behind protectionism.'

Note: The trade figures for May were given on page 1347 of the June 18 issue of the *Board of Trade Journal*. Further details and charts are given on pages 1402-1405 of today's issue.

Output and employment at high level

'OUTPUT and employment in this country are now running at very high levels. Production is 4 per cent higher than a year ago. Unemployment in the once neglected areas of the north and west is lower than it has been for many years. In the north-east, it is only 2·4 per cent compared with 3·1 per cent in October 1964 and 6·8 per cent in January 1963. In Scotland it is 2·8 per cent compared with 3·3 per cent in October 1964, and 5·9 per cent in January 1963; and in Wales only 2·4 per cent, compared with 2·6 per cent six months ago, and 5·6 per cent in January 1963. Thanks to a stricter control of expansion in the south-east, we have had more success this year than ever before in steering new work to the under-employed regions.' These figures were given by Mr. Douglas Jay, President of the Board of Trade, at the annual general meeting of the North-east Development Council at Newcastle-upon-Tyne on June 18.

The President continued: 'This success, however, means a high level of incomes and a high level of demand in the country as a whole. Neither of these, however, can be maintained indefinitely unless we sell a still higher proportion of our production abroad, and restrain more effectively the pressure for higher incomes and prices which full employment has inevitably generated. Exports have recovered markedly in the past six months, after an actual drop last summer. They have been maintained this year at a rate 4 per cent higher than in the same months of 1964, and 6 per cent higher than in the third quarter of last year. These figures show that British exporters and British industry have responded energetically to all new export services and facilities offered by the Government in recent months.'

The President said that everyone knew the continued success of the export campaign was crucial for our whole national fortunes and national survival; and it could only be achieved if the Government and industry, public and private, worked constructively together. 'I would like to acknowledge now the ready and active co-operation the Government has received from many thousands in industry and commerce – in large firms and small – in organizing the new export campaign in recent months. Without that partnership, the campaign could not have succeeded so quickly.

'But imports are still too high for this country to be able to afford overseas investment and aid on the scale which we should otherwise wish. The present level of imports, and particularly the bunching of imports in May, caused by the cut in the import surcharge, show conclusively that the surcharge was absolutely necessary, and that we could not have overcome last autumn's deficit without it. Those who have criticized the surcharge since then have never suggested any alternative. But our present high imports also show that as a nation we must in future either earn more, or consume less, if we are going to invest adequately abroad once more.

'We shall not achieve any of these aims however, if we allow the pressure of rising prices and incomes to get out of hand. The purpose of an incomes policy is to stop prices rising. There is no other way of doing it in the conditions of full production and full employment which we enjoy today. Any sectional interest therefore which stands in the way of a successful incomes and prices policy must bear responsibility for the rising prices and costs which are quite inevitable without it. We now have the best chance for years to call a halt to the upward spiral; and that chance ought to be resolutely seized while there is still time.'

President speaks on Anglo-Belgian trade

SPEAKING ON Anglo-Belgian trade at the lunch of the Belgian Chamber of Commerce in London on June 21, Mr. Douglas Jay, President of the Board of Trade, said: 'Many have feared that our mutual trade might be seriously interrupted by the fact that Belgium is a member of the EEC and that we are not. The economic cleavage in Western Europe is, of course, a fact, and we deplore it. But I believe that many people exaggerate its consequences and that it is a mistake to do so. Not merely trade between the United Kingdom and Belgium, but trade between the United Kingdom and the EEC as a whole, has increased enormously since the time when the EEC and EFTA were founded. Of course, the ideal would be to have free trade not merely throughout Europe, but, indeed, throughout a much wider area. But the idea that the signing of the Rome and Stockholm Treaties simply created a new barrier to trade between the two groups is misconceived. Certainly one effect was to create preferences in favour of the members of one group against members of the other; but the fact remains that the objectives of the two Treaties are being achieved in the main by lowering tariff barriers, not by raising them.'

The President said that in the transitional period until wider free trade arrangements could be achieved, there was no doubt that the formation of the two wider groups had meant a greater volume of trade between all of us than would have been achieved if all the 14 nations concerned had maintained their individual national tariffs. This is what any sensible person would have expected of wider groups, even if there was more than one of them. And this was what had in fact occurred, though some exaggerated talk about splits and differences seemed to ignore it.

'Let us look at the hard facts,' said the President. 'British imports from Belgium expanded from £64.8 million in 1961 to £95.6 million in 1964. Our exports to Belgium expanded from £77.2 million in 1961 to £113.5 million in 1964. Even in the first five months of this year, when the EEC's internal tariff had been cut by 30 per cent, giving a formal discrimination against non-EEC members, British exports to Belgium were 5 per cent higher than in the same months last year. Indeed, British exports of cars into Benelux as a whole have grown more rapidly than those from the rest of the EEC in recent years. I am told that the car is in a sense a traditional British export to Belgium because there used to be a thriving export of horses from the time of the Battle of Waterloo for about a hundred years.

'If we look at the years since the Treaty of Rome was signed we find the same record of very rapidly growing trade between the United Kingdom and the EEC, and, indeed, between EFTA as a whole and EEC. Since 1958 British exports to Belgium have risen by 92 per cent, and British imports from Belgium by 59 per cent. Over the same years British exports to the EEC have risen by 102 per cent, and imports from EEC by 72 per cent. That is not exactly a picture of stagnation, still less of economic division and paralysis between the two groups.'

Although we should not exaggerate the present cleavage, we in Britain at the same time would certainly like to see it disappear. That was why we took the initiative at the recent EFTA meeting in Vienna for closer co-operation between the two groups. Far the best way to achieve this in the months immediately ahead of us would be a substantial success in the Kennedy Round negotiations now going forward in Geneva. This could mean a far-reaching cut in industrial tariffs by both EEC and EFTA members in favour of each other, which would be extended to all other GATT members throughout the world. That would have the great merit of helping the developing countries also because they would gain in our markets without being asked immediately to make reciprocal concessions. This would be a proof that the European economic groups were genuinely outward looking and not a selfish rich man's club as they had sometimes been described by poorer nations in other continents. We in Britain frankly felt that we were now carrying too much of the burden, for instance, of buying textiles from the poorer Asian countries, and that both the EEC and the United States ought to do a good deal more.

The President continued: 'Indeed, our extremely liberal policy on such imports, just as our attempt to bear a major share in the cost of defence in Western Europe, are heavy burdens on our balance of payments and have compelled us in the last year to economize on imports all round. We would, of course, prefer not to do this, because that in turn hits the trade of other countries. But we cannot continue indefinitely both pursuing a more liberal import policy than other industrial countries, helping the development of poor countries and performing so major a share in peace-keeping responsibilities abroad.

'I am confident that, even despite all these obstacles, trade between the United Kingdom and Belgium, and, indeed, Benelux, will continue to expand as it has in these last seven years. But I hope also that the response to our efforts to reduce barriers between EFTA and EEC will be such that trade can expand even faster. We for our part, like our other partners in EFTA, are very willing to construct bridges, tunnels, ferries, pipelines or whatever is the most fashionable method of contact nowadays. We are, indeed, ready for any plan which would reduce trade barriers between EFTA and the EEC provided it did not involve erecting new ones against others. Meanwhile I know that we can rely on your Chamber to continue its valuable work in smoothing and widening the channels of trade which are already open to both our countries.'

'Films could be important sales tools'

— Mr. Roy Mason

'THE FILM, especially, can be the salesman's most important tool, particularly, if what he has to sell is not small, portable and easily demonstrated', said Mr. Roy Mason, Minister of State (Shipping), Board of Trade, to the annual conference of the British Industrial Film Association, at Shell Centre, London, on June 16. 'A film in 8mm or 16mm can often do a better job of sales promotion than a load of literature. It can also be of immense help in training those vitally important local employees who will be responsible for servicing British exports. Last but not least, is the prestige film which can earn respect and admiration abroad for the achievements of British industry.'

The Minister of State said that the Government's faith in the power of the film overseas was based on 30 years experience. It went back to the classic documentary films of the thirties which established for Britain a special place in the history of the cinema. When the Government Information Services came into being after the war it was realized that films must play a vital part in the great flow of material to British Information Officers stationed all over the world.

Today, the Central Office of Information, advised by the Board of Trade, was the Government agency for the production, acquisition and distribution of films which aimed to promote British industry in 137 countries of the world.

'Let me describe some of the ways in which the Government Information Services are using film,' continued the Minister of State: 'There are long standing arrangements with trade associations which have resulted in the joint production of films about the industries concerned. An example is the Farnborough film "Airborne Today and Tomorrow" made in conjunction with the Society of British Aerospace Constructors. This film about British aircraft and air space technology has been translated into 22 languages and 16mm prints have been distributed throughout the world. These have been seen by universities, technical colleges, training and industrial concerns as well as by specially invited audiences of professional and business men. This film has also been theatrically shown to box office audiences in 54 countries, including nine in Europe.'

Items of industrial news were also included in regular programmes designed for cinema and television audiences. Over 2,000 television transmissions a year were reported from our posts overseas.

People did not buy capital goods because of what they saw in the cinema or on television. But British goods seen in this way, in entertaining films, created confidence in our exports. They could result in increased sales of consumer goods and serious inquiries about capital goods too. That was why the Government welcomed the collaboration of industry in the making of such films and television items.

The Minister of State continued: 'By far the greatest number of films shown abroad by the Government Information Services have been made by industrial sponsors for their own purpose and subsequently acquired for official use abroad. On average, one hundred films of this kind are acquired every year and most of them are translated into foreign languages. We would welcome even more of these and indeed many more would be acceptable if sponsors and film producers would consult the COI in the production stages to ensure that the film was also suitable for official overseas distribution.

'The COI are very glad to give advice. So of course is the British Industrial Film Association. We are fortunate that in Britain today we have this independent organization whose members include our most experienced sponsors of films made for all types of industrial communication.'

Australex teams' impressions of British industry

'OUR INTERVIEWS were useful, practical, sometimes blunt and at times very blunt,' said Mr. M. J. Marshall, Principal British Trade Commissioner in New South Wales, at a Press conference in London on June 17. Mr. Marshall was giving his impressions at the close of 'Operation Australex', the eight-week tour of British industry by six British Trade Commissioners from Australia. He said that 'Australex' was carried out by two teams who between them visited 40 towns and cities, gave 15 television and radio interviews, met representatives of local chambers of commerce, newspapers, etc., and visited nearly 900 firms to tell them about opportunities for their goods in the Australian market. The firms were manufacturers of a dozen groups of products* selected on the basis of the expansion of Australian manufacturing industry and the growth of demand for imports on a wide range of machinery and materials which this development creates; the extent to which this demand can be met from Australian production and the absence of major tariff obstacles; and the inherent competitiveness of British goods.

Mr. Marshall pointed out that we are exporting £A300 million of British goods to Australia. This, he said, was a very good base from which to advance. It was felt that we could improve this figure and some of the teams' discussions had led them to expect some improvement.

British exports to Australia for the first four months of this year were 14 per cent up on the same period last year. Mr. Marshall thought this was due to the improved general climate of Australian opinion about British goods, which again was partly due to the series of British Weeks in Australian towns last year, leading up to the British Fortnight in Sydney and the British Exhibition. 'These functions had a tremendous impact upon the Australian scene,' he said.

Several questions were asked. In the course of his answers, assisted by other members of the teams, Mr. Marshall said that the problems discussed included those of distance, Australian government tariff policies, Australian, American and Japanese competition, agency arrangements, etc. On the day an interview took place, if action was required in Australia, that action was initiated immediately.

Certain categories of goods held very high chances in Australia. Among them were ships' equipment, which offered opportunities for a great number of British manufacturers; scientific instruments and laboratory equipment of a sophisticated nature, and machine tools.

* Machine tools, agricultural machinery, construction plant, food machinery, mining machinery, office and accounting machinery, printing machinery, textile machinery, scientific instruments, apparatus and materials, fashion clothing and footwear, fine foods and ships' equipment.

Mr. Douglas Jay, President of the Board of Trade (third from left) with the Australex teams on June 18. Left to right are: Mr. Cyril Holmes, the Assistant Trade Commissioner in Melbourne, Mr. Norman A. Pinch, the British Trade Commissioner in Queensland, Mr. Martin J. Marshall, Principal Trade Commissioner in New South Wales, Mr. John R. Morley, British Trade Commissioner at Sydney, and Mr. Charles Bladen, Commercial Officer, British Trade Commissioner, Perth. (Mr. S. C. Stout, Principal Trade Commissioner in Victoria and Tasmania, the sixth member of the teams, had been recalled earlier owing to bereavement.)

SUPPLEMENT ON TRADING WITH AUSTRALIA

Copies of a recent Board of Trade Journal *illustrated supplement on 'Trading with Australia' can be obtained free of charge from the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).*

Copies of the Export Service Bulletin supplement on types of goods with a good export potential in Australia can be obtained (price 2s.) from Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A major advertising campaign to publicize Government services for exporters has been launched in the national and local Press in recent weeks and will later appear in the trade and technical Press.

A representative advertisement appeared on pages 1360 and 1361 of June 18 issue of the *Board of Trade Journal*.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Duty remission on machinery, instruments and apparatus

IN REPLY to a question in Parliament on June 21, Mr. Douglas Jay, President of the Board of Trade, said that, with the agreement of the Consultative Committee on the duty-free entry of machinery, he had decided to increase from £2,000 to £3,000 the minimum value limit below which applications for duty remission on machinery made under Paragraph 1(b) of the Fourth Schedule to the Import Duties Act, 1958, are not eligible. The President said that the increase would go some way towards restoring the original effect of the limit, which was recommended by the Wilson Smith Committee in 1954 as a means of reducing the administrative burden of duty remission. The President said that he similarly intended to increase from £20 to £30 the minimum limit of duty liability below which applications for duty remission on instruments and apparatus made under Paragraph 1(c) of the Fourth Schedule to the Import Duties Act, 1958, are not eligible. The changes will affect applications relating to all users' orders placed after June 21.

Note: Subject to certain administrative rules machinery and instruments and apparatus of a sort not for the time being procurable in the United Kingdom may be granted remission of import duty by Treasury Direction on the recommendation of the Board of Trade.

In 1952, because of the burden of applications, the duty remission scheme for machinery had to be suspended and the Wilson Smith Committee, composed mainly of independent businessmen, was subsequently appointed to consider the future of the scheme. The Committee reported in 1954 that the scheme ought not to require a complicated and costly system of administration, and proposed that, as a means of reducing the administrative burden, no machinery valued at less than £2,000 should be eligible for consideration.

Changes in the value of money and of duty rates (on which the figure of £2,000 was partly based) have greatly reduced the effectiveness of the £2,000 figure over the years and the present proposal will go some way towards restoring it.

The change has been made necessary at the present time by the growing number of applications which have necessitated more staff and consequent increased cost to the taxpayer of running the scheme.

The scheme for duty remission on instruments and apparatus is run on lines similar to the machinery scheme and the minimum duty-payable limit (i.e. the actual duty paid on an instrument) has been raised for similar reasons.

The Consultative Committee was appointed to advise the Board on matters of this kind: it consists of representatives of machinery manufacturers, users and trade union interests.

Applications for temporary exemption from import duty

THE Board of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 2.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	Androst-4-ene-3 : 17 : 19-trione.	3, 17, 19 Trioxo-androst-4-ene.	December 31, 1965	6714
29.13	Nandrolone . .	Nortestosterone/19-nor-△ 4-androstene-17β ol-3-one.	December 31, 1965	6715
29.13	Oestr-4-en-17-one . .	Oestrenone/17 Keto-△-4 oestrene . . .	December 31, 1965	6712
29.14	17β -Hydroxyandrost-4-ene-3 : 19-dione benzoate.	3, 19 dioxo △ 4 androstene-17β-ol-17-benzoate	December 31, 1965	6713
29.15	Sodium oxalate . .	As in previous column .	December 31, 1965	6717

Mr. Cousins' statement on the machine tool industry

MR. FRANK COUSINS, Minister of Technology, made the following statement about the machine tool industry in the House of Commons on June 14:—

'My Department is engaged upon a full study of this industry. Some of the problems and the need for action are already clear from the trade statistics and from studies already made, notably in the valuable report of the Machine Tool Economic Development Committee. I welcome the undertakings given by the manufacturers' representatives to press for action on increased capacity, building up research and development and qualified staff, increased specialization and elimination of wasteful duplication, and the development of British machines to replace a number of types where we rely on imports. They have given similar important undertakings about improvement of deliveries by holding larger stocks and making more use of merchants, strengthening selling arrangements, and about establishing closer links with the electronics industry. Finally, they have agreed to initiate a review of the factoring of imported machine-tools by British manufacturers. These undertakings are an important step forward, and I shall keep in close touch with the progress made in implementing them.

'The Government will play its part. To assist the industry to develop and produce more of the most advanced and efficient types of machine-tools, there will be a considerable increase in research and development contracts. The National Research Development Corporation already has a number of projects under examination, and the new Act will enable it to make a greater contribution on terms which should find wider acceptance in industry. Industry must respond by producing forward-looking and imaginative ideas for new machine-tools.

'Another method of supporting new development is to order pre-production models, and the Government is prepared to do so for approved new types. The industry should take early advantage of this.

'By these means I hope that promising ideas which, because of lack of finance or lack of firm orders, companies have felt unable to exploit, will go ahead. In giving support we shall favour arrangements which associate machine-tool manufacturers with electronics and control engineering firms.

'The National Engineering Laboratory at East Kilbride will be built up to give further support in the research field, and its expanded activities should yield ideas for development projects. A major effort will be mounted at NEL and at appropriate machine-tool, control engineering and user firms on the application of numerical control to manufacturing processes and the use of computers to assist design; the latter offers the eventual prospect of dramatic economies of time and money in translating designers' ideas into manufactured products. A powerful computer will be needed and my Department is negotiating for a suitable British machine. Until one can be made available, an American computer will be used.

'The machine-tool industry is too fragmented. Some small firms make valuable contributions. Others cannot support adequate development teams or take full advantage of the abilities of their highly skilled workers. The concentration of the industry into stronger units which can better meet the needs of industry must therefore be encouraged. The Machine Tool Trades Association agree on this, and the industry itself must take the lead in the process of concentration and rationalization. The Monopolies and Mergers Bill is, of course, not intended to hinder desirable mergers which improve efficiency.

'Some progress is already being made but is unlikely to be sufficiently rapid if left to normal market forces. One of my Department's industrial advisers will give particular attention to methods of promoting concentration, and the placing of development contracts and pre-production orders will be directed to the same end. I do not rule out the possibility that other Government action may be needed.

'My Department has also studied the serious difficulties created by the cyclical pattern of machine-tool ordering. Amongst suggested remedies is the proposal that the Government should share in financing building for stock in slack periods. Whilst building for stock can help smooth out the cycle and shorten delivery dates, I am not at present satisfied that Government assistance is needed. I am, however, setting up a working party to study this question further.

'The Government accept the recommendation that the machine-tool holdings of Government establishments should be reviewed, with a view to replacing older types with more modern machines wherever it is economically advantageous to do so.

'My Department is examining the recommendation that Government contracts should encourage advanced methods by stipulating the use of particular manufacturing techniques in appropriate cases.

'The universities have an important part to play in advancing machine-tool technology. The Government have drawn the attention

of the University Grants Committee to the EDC's recommendations in this connection and the UGC will take account of them in making their allocations. I pay tribute to the example set by the Machine Tool Trades Association in the financing of university scholarships. I hope they will feel able to extend this valuable scheme. A number of additional Government postgraduate awards are available for next October in the field of technology; it is important that these should be taken up and they should help to meet the needs of the machine-tool industry.

'Finally, I am setting up in my Headquarters an expert machine-tool unit, whose functions will include acting as a focal point for co-ordinating research and development in Government establishments with that in Research Associations, NRDC, universities and in industry. This unit, in conjunction with Government research stations, will be developed to provide a technical advisory service to Government and public users of machine-tools and if desired to private purchasers.

'It is my belief that if the machine-tool industry and Government press forward with the measures I have outlined, they can make a significant contribution to the modernization of British industry.'

EDC for the rubber industry

ON BEHALF of the National Economic Development Council, Sir Robert Shone, Director-General of the National Economic Development Office, has announced the formation of an Economic Development Committee for the Rubber Industry. The committee has been formed after consultation between the National Economic Development Office and the organizations of the rubber industry. Mr. George Brown, First Secretary of State and Minister for Economic Affairs and chairman of the National Economic Development Council, has appointed Mr. J. E. Bolton as chairman of the committee.

The first meeting of the committee will be held on July 15.

Note:

Mr. John Bolton, who is 44, has been deputy chairman of the Solartron Electronic Group Ltd. since 1960, and is a part-time director of Black and Decker Ltd. He is chairman of the Council of the British Institute of Management. He is a founder member and vice-chairman of the Foundation for Management Education. He is a member of the Committee for Exports to New Zealand.

DEA progress report for June

THE JUNE issue of DEA Progress Report was published on June 17. The contents include articles on: 'The Index of Industrial Production', 'Improving Efficiency in Construction', 'The Little Neddies tackle imports' and 'Notes from the Regions' (short progress reports from the regional Councils and Boards).

Copies of the Progress Report can be obtained free from Circulation Section (H), Central Office of Information, Hercules Road, London, S.W.1.

EFTA Bulletin for June

THE IMPORTANCE of the EFTA market to France and Italy are the subject of leading articles in this month's issue of the *EFTA Bulletin*. Other articles deal with scientific and industrial research in Switzerland and with the Danish capital market.

Copies of the *EFTA Bulletin* may be obtained free of charge from the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

A party of 65 Hoover dealers from Finland have recently spent a week visiting Britain as the guests of Hoover Limited. Seen in the picture are some of the dealers watching the despatch of Hoover cleaners during their tour of the Hoover factory at Perivale, Middlesex. In addition, a visit was made to the Hoover washing machine factory at Merthyr Tydfil, Glamorgan.

First block of executive-type flats opened at Cumbernauld

THE first block of eight 12-storey factory-made flats – 'Bruce House' – for rental to executive and professional families at Cumbernauld New Town, Scotland, was opened by Mr. William Ross, Secretary of State for Scotland, on June 18. The 360 flats which will be provided by the eight blocks are of the higher amenity type, designed particularly for the increasing number of executive and professional occupants and their families for whom rented accommodation in Scotland's larger towns and industrial areas is in short supply.

Work on Bruce House was started at the beginning of December. The 'topping out' ceremony to mark the completion of the roof took place in March. The entire programme of eight blocks is due to be completed in September this year.

All the pre-cast concrete components which make up the main structure of the building are made at the Falkirk works of Concrete (Scotland) Ltd., and are brought by road to be assembled on the site. Windows are already fitted and glazed and walls are prepared ready for their coats of paint or paper.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. *Addresses on page 1316 of June 11 issue.*

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Birthday Honours for services to export

THE BIRTHDAY HONOURS quoted in last week's issue 'for services to export' were taken from the Board of Trade departmental list.

The following awards were also cited in the *London Gazette* on June 12 'for services to export'. The firms involved are in industries which are the responsibility of departments other than the Board of Trade.

Honour	Name	Position
K	Ronald Stuart Cumming, T.D. .	Chairman, Scotch Whisky Association; Chairman, Distillers Company Limited.
K	James Martin, C.B.E. . .	Managing Director and chief designer, Martin-Baker Aircraft Co. Ltd., 'For services to export and technology.'
C.B.E.	Frank Coram Wright . .	Director, Standard Telephones and Cables Ltd.
M.B.E.	Oliver Smith Anderson . .	Export director, H. S. Whiteside and Co. Ltd.

NEDC announce committee for food processing industry

ON BEHALF of the National Economic Development Council, Sir Robert Shone, the Director-General, has announced the establishment of an Economic Development Committee for the Food Processing Industry. Mr. George Brown, the First Secretary of State, and chairman of the National Economic Development Council, has appointed Sir Joseph Latham as the chairman.

Note:

Sir Joseph Latham, deputy chairman of Associated Electrical Industries, is 59. He is a chartered accountant. He was associated with the coal industry for 25 years, and deputy chairman of the National Coal Board from 1956 to 1960. He is a member of the Export Guarantees Advisory Council.

The management members were jointly nominated by some 25 main trade associations concerned with the various products of the industry. The trade union members were nominated by the trade unions concerned through the Trade Union Congress.

The Food Processing EDC will cover food processing generally other than chocolate and sugar confectionery (for which there is a separate EDC) and alcoholic drink.

State of Iowa trade group visit Britain

A GROUP OF businessmen and industrialists from the State of Iowa, led by Governor Harold E. Hughes, visiting London from June 25 to 29, to discuss potential trade opportunities with their counterparts in the United Kingdom.

Group members wish to meet British businessmen to discuss various aspects of commercial relations, such as exports, agency agreements, and joint ventures. The products to be represented include food, feed grains, agricultural and industrial products and equipment, machinery and sporting goods.

Additional information may be obtained from the Office of the Commercial Counselor, American Embassy, Tel. Grosvenor 9000, Ext. 433. Arrangements for appointments with individual group members may be made through the American Embassy or, during the period June 25-29, by telephoning the information desk to be maintained by the group at the Grosvenor House, Grosvenor 6363.

Increase in European and US visitors to Britain

OVER 164,000 foreign visitors came to Britain in April – 32,000 more than in the same month last year, reports the British Travel Association. European arrivals during the month totalled 108,000 – an increase of 28,000 on April 1964.

The 44,000 April visitors from the United States represented a rise of over 3,500 on the same month last year.

A spokesman for the British Travel Association said the April arrivals brought the total number of foreign visitors to Britain in the first four months of this year to 389,000 – an increase of 28,000 on the period. He added that final details of the numbers of visitors from Commonwealth countries during the first four months of the year were not yet available, but it was estimated that these were also considerably higher than in the same period of 1964.

Change in the marking of some imported electric incandescent lamps

THE BOARD OF TRADE have been advised that certain temporary changes made by them* to the provisions of an Order in Council† concerning imported electric incandescent lamps, the bulb of which is 55 millimetres or less in diameter and internally coated on its top half with an obscuring finish, should be confirmed by an amendment to that Order. The provisions to be confirmed are those which exempt lamps of this description from having to bear an indication of origin as prescribed by the Order and require the indication of origin to be (i) indelibly stamped, embossed, incised or impressed on the cap of the lamp, and (ii) indelibly marked on the carton, wrapper or other container in which the electric lamp is imported, sold or exposed for sale as the case may be.

This recommendation is contained in the Report of the Standing Committee set up under the Merchandise Marks Act 1926 which was published on June 17. Copies of the report are available, price 6d. (by post 9d.), from HM Stationery Office, Kingsway, London, W.C.2, and branches (post orders to HMSO, Box 569) or from any bookseller.

Note: (a) A notice about the reference of this matter to the Standing Committee was published in the *Board of Trade Journal* on January 22, page 157.

(b) Representations to the Board of Trade about the marking of imported goods are referred to the Standing Committee (General Merchandise). An affirmative recommendation of the Committee, if accepted by the Board of Trade, is put into effect (subject to approval by Parliament) by means of an Order in Council.

* Merchandise Marks (Imported Goods) No. 2 Order, 1928 (Provisional Exemption), Direction, 1965, SI 1965, No. 17.

† Merchandise Marks (Imported Goods) No. 2 Order, 1928. Part III, SR & O 1928/570, as amended by SI 1964, No. 912 and SI 1965, No. 124.

British automation conference to be held in November

THE BRITISH Automation Conference, 1965, under the patronage of HRH Prince Philip, and organized by the Institution of Production Engineers will be held in Eastbourne from November 7-10. The conference – sponsored by the Federation of British Industries, the British Employers' Confederation, the National Association of British Manufacturers, the United Kingdom Automation Council, and the Trades Union Congress – is planned to deal particularly with the broader aspect of automation, emphasizing the social and economic problems rather than technology. The conference is a successor to the one held by the Institution of Production Engineers in Margate in 1955, with the title 'The Automatic Factory'.

Inquiries for applications to attend the conference should be made to the Secretary, British Automation Conference 1965, 10 Chesterfield Street, London, W.1.

New London radiophone service

THE LONDON radiophone service will open on July 5. This is a further step by the Post Office in the extension of its pilot radiophone service now operating in South Lancashire. The new area to be covered is 25-30 miles radial distance from Central London. The South Lancashire service has 120 subscribers and has been operating since 1959. Demand in London is likely to be greater and initially 350 subscribers will be catered for.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of UK business men in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

British overseas commercial representatives' visits during July to September 1965

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during July to September 1965:

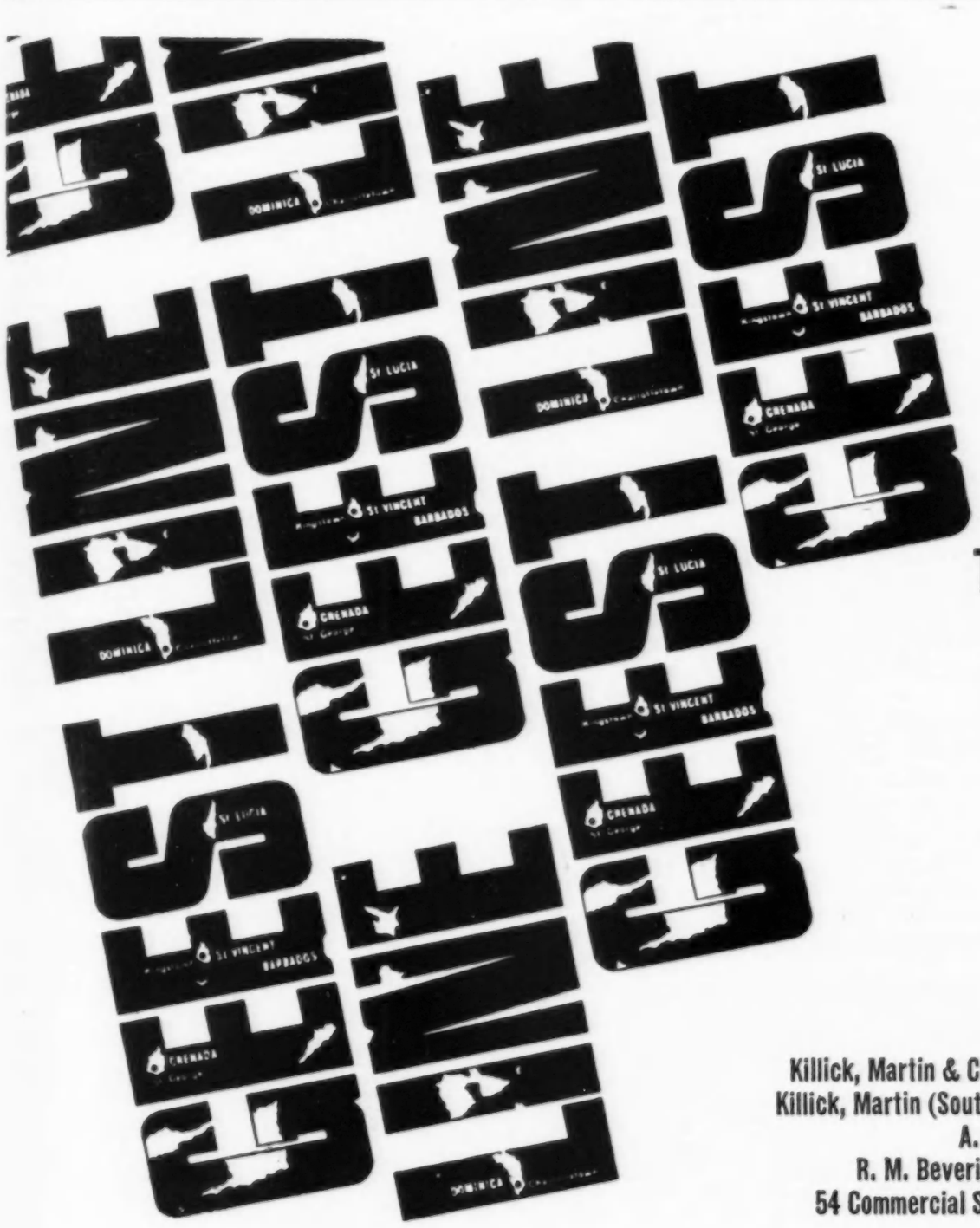
AUSTRALIA (Brisbane)	P. Holmes	Assistant British Trade Commissioner	September	In present post since 1963.
(Melbourne)	D. J. R. Hack	British Trade Commissioner	From mid-August	Previously British Trade Commissioner in Calcutta.
GHANA (Accra)	W. F. B. Price	British Trade Commissioner	From early August	Has previously served as Assistant British Trade Commissioner in Tanganyika (Dar-es-Salaam).
INDIA (New Delhi)	B. J. Limbert	Second Secretary (Commercial)	From mid-July	In present post since early 1964.
*MALAWI (Blantyre)	C. R. Reynolds	Second Secretary (Commercial)	August/September	Previously Assistant British Trade Commissioner in Malaya (Kuala Lumpur).
NEW ZEALAND (Auckland)	J. D. Leithead	British Trade Commissioner	August	Previously British Trade Commissioner in Australia (Perth).
NICARAGUA (Managua)	R. P. Pinsent	H.M. Consul-General	September	In present post since 1963.
RHODESIA (Salisbury)	G. W. Brazendale	Counsellor (Commercial)	From mid-August	In present post since 1960.
SENEGAL (Dakar)	L. W. James	Second Secretary (Commercial)	August	In present post since mid-1964.
THAILAND (Bangkok)	P. R. T. Dain	Second Secretary (Commercial)	August	Previously Third Secretary (Commercial) in Vietnam (Saigon).
URUGUAY (Montevideo)	C. W. Wallace	First Secretary (Commercial)	From July	Previously First Secretary (Commercial) in Argentine Republic (Buenos Aires).
YUGOSLAVIA (Belgrade)	C. N. Jupp	Counsellor (Economic/Commercial)	From mid-July	In present post since 1963.
ZAMBIA (Lusaka)	E. V. H. Cooper	Second Secretary (Commercial)	July/August	Previously Assistant British Trade Commissioner in South Africa (Cape Town).

*First listed in April 30 issue. Mr. Reynolds' coming from Malawi was deferred and he will not now be returning there.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment, stating the nature of the problem and the commodities involved.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 16/20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.



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54 Commercial Street Dundee. Tel: Dundee 22131, 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, JUNE 14

British Exhibition in Tokyo

The President was asked if he would state the number of firms participating in the British Exhibition at Tokyo, and their names and products.

Mr. Douglas Jay replied: 'The British Exhibition in Tokyo is being organized by British Overseas Fairs Ltd., with the support of the Board of Trade. British Overseas Fairs Ltd. inform me that nearly 400 British companies will exhibit or will be represented at the exhibition. They have provided a preliminary list of these companies and of the products to be shown; this has been placed in the Library. About 150 British manufacturers of consumer goods will also take part in the store promotions which will be held in 22 departmental stores situated mainly in the central shopping district of Tokyo.'

Consumer complaints

Asked if he would take steps to set up a new Consumer Council for dealing with consumer complaints, Mr. George Darling, Minister of State, replied: 'No. This would be very costly, and I do not think that we should consider a fundamental change in the arrangements adopted on the recommendation of the Molony Committee on Consumer Protection until they have had a longer trial'.

THURSDAY, JUNE 17

Teaching of foreign languages

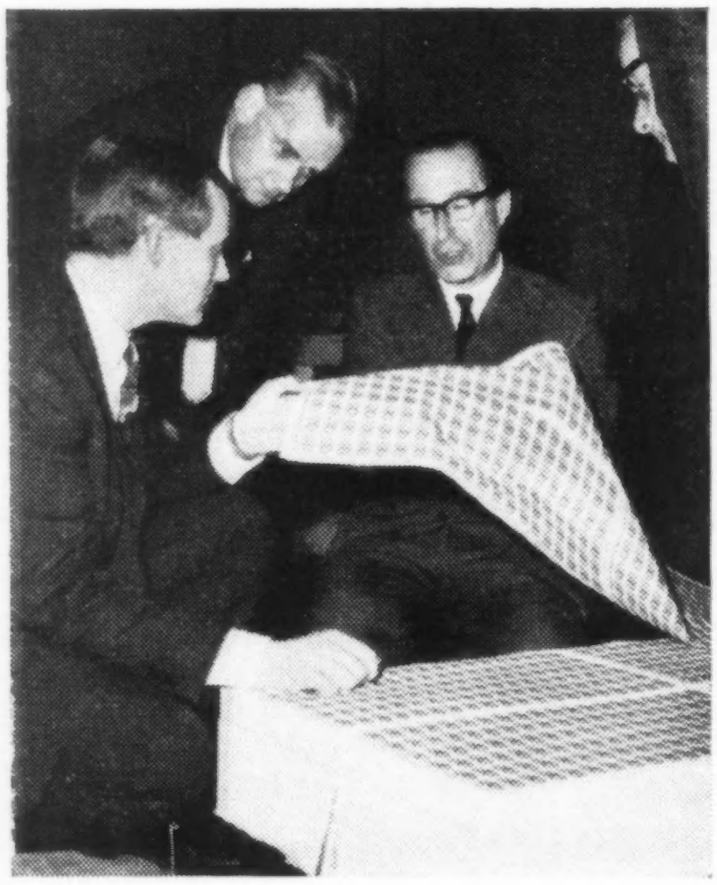
Mr. Douglas Jay, President of the Board of Trade, was asked if he would take steps to institute special teaching of languages for staffs of firms who are engaged in exporting. In reply Mr. E. C. Redhead, Minister of State (Overseas) said that the President attached great importance to the provision of language courses to meet the needs of industry and he is in close consultation with the Secretary of State for Education and Science and the Secretary of State for Scotland. They were encouraging the provision of courses at technical colleges and colleges of commerce designed to enable industrial and commercial staffs to become fluent quickly in the oral use of foreign languages. Courses of longer duration were also widely available.

Exports of manufactured goods

The Minister of State (Overseas) said that the value of British exports of manufactured goods in 1951 and 1964, respectively, expressed in terms of 1951 prices, was £2,167 million and about £2,900 million.

Advertising and MMA

Asked if he would introduce legislation to control advertisements which relied for their effect upon the omission of relevant information or upon implications which were untrue rather than upon a direct mis-statement of facts, the President replied: 'No, sir. But I hope in the new legislation to replace the Merchandise Marks Acts to make it an offence to include in advertisements false or misleading statements as to a wide range of trade descriptions **relating to goods.**



Mr. B. T. Coulton, Group managing director of Harrisons and Sons, Ltd., of High Wycombe, Bucks (seated right) shows Mr. Anthony Wedgwood Benn, the Postmaster-General (left) and Brigadier K. S. Holmes, director of Postal Services, the newly printed sheets of postage stamps to mark the seven-hundredth anniversary of the Opening of Parliament. While at the works he saw some of the new equipment used to produce special multi-coloured stamps for more than 100 overseas territories. Celebrations concerning the 700th anniversary of the opening of Parliament were held in London on June 22.

Dual pricing

In reply to a questioner who asked if he would introduce legislation to make it illegal to label containers with words indicating a price reduction unless the recommended price of the product's was also clearly printed on the container, the President said: 'I will bear the suggestion in mind in considering how the Molony Committee's recommendation for dealing with dual pricing could be implemented.'

Cotton yarns from Malta

In reply to a questioner who asked what quantities of cotton yarns were imported into the United Kingdom from Malta in the year 1964 and in the first quarter of 1965, the Minister of State (Overseas) said 851,000 lbs. and 551,000 lbs, respectively, all of which was, he understood, produced in Malta.

Global ceiling for textile imports

Asked if he would make a statement on a global ceiling for textile imports from 1966 onwards; and what duty he proposed to apply in respect of low-price imports from Commonwealth countries, the President said that it was our objective, in discussions with developing countries which exported cotton textiles, to agree upon a total limit to our imports from them for 1966 and some years thereafter. He was not prepared to impose any duty on Commonwealth imports which at present enjoyed duty free entry.

Quota of cotton textiles

The President was asked if he would consider, during the negotiations for a new overall quota of cotton textiles imports, including all countries within the quota system so as to ensure that avoidance did not take place. He said 'These quotas are negotiated in connection with the GATT Long Term Arrangement which applies only to imports which threaten to disrupt our market. I am aware of the danger of avoidance and intend to watch developments closely.'

Recruitment to BoT from industry

Questioned as to what was his policy on recruitment to the Board of Trade from industry, the President said that generally the Board of Trade relied on the normal methods of recruitment through the Civil Service Commission whose competitions provided opportunities for those who had worked in industry to enter the Civil Service. Some technical posts were normally filled by recruitment from industry, and one officer had been specially seconded for a period from an industrial concern to serve as a Principal in the Department.

Assistance to small firms

The President was asked whether he would take steps to provide assistance to small firms on the lines of that provided in the United States of America through the Small Business Administration. In reply he said he was not convinced of the need for this. The services which the Government provided directly or through grant-aided bodies to help industry to improve its performance and efficiency were available to all firms irrespective of size. In practice, it was often the smaller firms who were likely to benefit most from them.

Size of industrial units on Merseyside and in Greater London

Replying to a question on the proportion of industrial establishments employing over 500 people to total industrial establishments on Merseyside and in Greater London, respectively, the President said that in 1958 (the latest year for which the information was available) 4.1 per cent of industrial establishments in Merseyside and 2 per cent in Greater London employed 500 persons or more.

Expansion of feeder industries

Asked whether he would seek power to enable him to buy part of the large factories now vacant on Merseyside and to divide them into smaller units for rent, thus encouraging the expansion of feeder industries for the large industrial establishments operating in the area, the President said that the Local Employment Acts already provided the necessary powers. He had inquired into the possibility of reconstructing and modernising the factories referred to, but he found that the cost would be likely to be disproportionate to the employment provided.

Tinplate mill in Scotland

In reply to a question on what representations he had received from the Scottish Trades Union Congress about the siting of a new tinplate mill; and what reply he sent, the President said that the Scottish Trade Union Congress expressed the hope that sympathetic consideration would be given to any request by Scottish steel interests for support in beginning tinplate manufacture. Under the present organization of the industry it rested with individual companies to make proposals for such a development. He understood that no plans had been submitted to the Iron and Steel Board by any Scottish firm.

Duty remission on printing machines

The Minister of State (Overseas) said in reply to a question on what representations had been made by the printing industry in connection with the remissions of import duty paid on Koenig and Bauer Condor flatbed letterpress machines; 'Associations representing the printing industry made representations last year to the Board of Trade in support of duty remission for the machines concerned. The Board explained that before remission of duty could be recommended it was necessary to establish that similar machinery was not for the time being procurable in the United Kingdom, and therefore entitled to the protection of the tariff.'

Export potential of reactors

The President was asked what steps were being taken by HM Government to exploit to the full the export potential of the advanced gas-cooled reactor system for nuclear power. In reply the Minister of State (Overseas) said that steps had already been taken to secure full publicity overseas for the decision announced by the President on May 25, and further detailed information about the AGR design would be made available by the CEGB when they had completed their negotiations with the industrial group concerned.

Replying to a further question concerning the concentration of production of electric turbo-generators in order to achieve greater standardisation of design and improved efficiency of manufacture; and what proposals he had for the further rationalisation of heavy electrical plant production, the President said his department was in close touch with the firms concerned and with the Central Electricity Generating Board on these matters. He naturally welcomed any steps which would lead to improved efficiency in manufacture.

Government services to exporters

The President, asked what steps he was taking to assist small Scottish enterprises to export, said that the whole range of Government services to exporters was available to small Scottish enterprises as to all other exporters and potential exporters.

Effect of delayed imports

The President was asked in view of the £12 million rise in the trade gap in April, what estimate he had made of the extent to which this was due to a release of pent-up goods after April 27, when the import surcharge was reduced from 15 per cent. to 10 per cent.; and whether he would make a statement. In reply the Minister of State (Overseas) said that imports delayed to await the reduction of the import charge on April 27, might have contributed slightly to the rise in imports in April and appeared to have had a substantial effect in May.

Life-jacket material

In reply to a question the Minister of State (Overseas) said that the life-jacket recently demonstrated was made of kapok protected by covering of PVC. He considered this material, which had proved its worth over many years, to be satisfactory. Replying to a further question as to what were the types and manufacturers' names of the life-jackets which had been submitted for his approval, the Minister of State (Shipping) said: 'In addition to the Board of Trade standard life-jacket, which may be made by all approved manufacturers, the Board of Trade have so far approved the Type 'A' life-jacket made by McLintock Ltd., of Barnsley and the 'Plastazote' life-jacket made by Expanded Rubber Plastics Ltd., of Croydon. The Board have also provisionally approved the McLintock Type 'B' life-jacket and the Spinova life-jacket made by the Nicki Clothing Co. (Isle of Man) Ltd., subject to settlement of certain technical details.'

Trade and Development Board

The President was asked if he would publish a report on his activities and on the policy he supported at the Trade and Development Board at Geneva during the first session which concluded on April 30, and if it was his policy to support in future all proposals for an expansion of world trade in all forms. In reply he said that the first session of the Trade and Development Board, which took place in New York in April, was concerned in the main with determining the future activities of the Board and the terms of reference, composition and work programmes of its permanent committees. The United Kingdom Delegation, which was led by an official of his Department, played a constructive part in these matters. It was the Government's policy to work for the expansion of world trade, including the trade of developing countries.

UK's share of Japan's imports

Replying to a questioner who asked if he was aware that in the first four months of 1965 Great Britain supplied only £16·7 million of Japan's total imports of £956 million; and what steps he was taking to increase the United Kingdom's exports to that country, the Minister of State (Overseas) said: 'The figures given in the question are not strictly comparable. In the first three months of 1965, out of total imports of £703 million recorded in Japan, £16 million came from the United Kingdom. There is great scope for British exporters to increase their exports to this market and the Government are giving substantial support to the British Exhibition and British Fortnight which will open in Tokyo on September 17. These events should give a most valuable impetus to our exports.

NFFC loan fund

The President was asked whether he would increase the loan fund of the National Film Finance Corporation, as recommended in the Annual Report of the British Film Producers' Association, in order to assist British film producers to meet the costs of the expensive productions which would compete in world markets and so aid our balance of payments. In reply the Minister of State (Shipping) said that the President was aware of the Report. The National Film Finance Corporation's statutory power to make loans would expire in March 1967 and the President was, therefore, considering the Corporation's future role.

Footwear exports to Far East

The Minister of State (Overseas) in reply to a questioner who asked if he was aware that the Far East was the only area to which exports of footwear declined in both quantity and value in 1964 compared with 1963; and to what reason he attributed the decline, said that exports of footwear of all kinds to the Far East fell in value by less than £15,000 in 1964 compared with 1963. In the same period there were larger falls in shipments to a few other markets, but our total exports increased by more than £1 million. He was not in a position to give reasons for the slight decline in exports to the Far East, particularly as figures were not yet available showing what changes took place in the total imports of the area, and in the imports from other supplying countries.

BoT advisory services for exhibitors

Asked what advisory services he had within his department which were available to British firms showing at international exhibitions, the Minister of State (Overseas) said that the Board of Trade published a booklet called 'Trade Fairs Help Exports' which summarized the advisory services available from the Department and contained hints for small exhibitors. In addition, intending exhibitors in overseas fairs could obtain information about local market conditions, tariffs, agencies and so forth from the Export Services Branch of the Board.

Co-ordination of Export Council's committees

In reply to a questioner who asked to what extent the six committees of the Commonwealth Exports Council co-ordinated their activities with those of other exports councils covering non-Commonwealth countries in the geographical regions with which the committees were concerned, the President said that under the general supervision of the British National Export Council and the Commonwealth Export Council there was full co-ordination of the activities of the area committees of the two Councils.

Industrial development

A number of questions concerning industrial development in Scotland and in the Isle of Wight were answered by the President and are reported in *Hansard*.

Imports of shirts

Answers to questions concerning the volume of shirts imported into the United Kingdom during 1964 and 1965 are given in *Hansard*.

FRIDAY, JUNE 18

Prices and Incomes Board reference

Mr. George Brown, the First Secretary of State and Secretary of State for Economic Affairs, was asked if he would refer to the National Board for Prices and Incomes the 2s. in the £ increase in electricity charges proposed by the London Electricity Board, in view of the London Electricity Consultative Council's statement deploring the increases and its decision to oppose them. In reply the First Secretary of State said: 'Yes. I have today referred this case to the National Board for Prices and Incomes.'

Control of imports

The President in reply to a questioner who asked whether, in view of the need to improve Britain's balance of trade, and of the imprecise effect of the import surcharge, he would introduce selective quantitative control of imports, said no. The trade deficit this year was on average half that for the corresponding period last year: and he was not convinced that further measures were necessary.

Delays in ship delivery

In reply to a question as to what extent the shortage of skilled labour in the shipbuilding industry was causing a delay in the delivery of British ships, the Minister of State (Shipping) said that shortages of skilled tradesmen in shipbuilding areas were contributing towards some delays in the completion of ships by United Kingdom shipyards. He believed such delays were limited in number. The Government was considering with both sides of the industry what steps were possible to minimize the effect of current delays and to prevent future delays.

May trade returns investigations

Asked what steps he was taking to investigate the unauthorized disclosure of advance information regarding the May trade returns, the President said: 'I am making inquiries to see whether any unauthorized disclosure took place.'

MONDAY, JUNE 21

Duty remission

Details of the President's announcement regarding duty remission on machinery, instruments and apparatus are given on page 1394 of this issue.

New Books

Planning for Economic Development. Vol. II – Studies of National Planning Experience. United Nations, Department of Economic and Social Affairs. (2 parts. Part 1, 22s. 6d., by post 23s. 9d.; Part 2, 26s. 6d., by post 27s. 9d.; available from HM Stationery Office and Government bookshops.) The increasing interest throughout the world in national economic planning, particularly in the less developed countries which are faced with urgent tasks of overcoming economic backwardness and promoting social advance, led the United Nations to appoint a Group of Experts in 1962 to prepare a study summarizing the experience gained and the methods used in planning economic development by a wide range of different countries. The volume now published (in two parts) marks the conclusion of the Group's task, and consists of papers describing the planning methods and procedures in individual countries. The majority of the papers were prepared by members of the Group of Experts, the remainder being submitted on request by a few other countries. Part 1 (237 pages) contains nine papers on some countries with private enterprise and mixed economies (Brazil, Colombia, France, India, Japan, the Netherlands, Pakistan, the United Arab Republic and the United States); while Part 2 (266 pages) covers four countries with centrally planned economies (Czechoslovakia, Hungary, the USSR and Yugoslavia). The first volume, entitled simply *Planning for Economic Development* (and not designated as Vol. I on its title page) was published last year (156 pages; 7s. 6d., by post 8s. 4d.) and comprises the general report of the Group. Successive chapters deal with the formulation of plans, the implementation of plans, and the organization and management of planning. In each of these chapters countries with private enterprise and mixed economies are discussed separately from those with centrally planned economies. A final chapter discusses the relations between national plans and international policies. Professor Bor, the Soviet member of the Group, was unable to attend the final session and did not sign the report. His draft submitted for the consideration of the Group is printed as an Annex.

Advertisements in Court, by John Braun (154 pages. David Fanning Ltd., 21s.) 'In recent years' says the author of this book in his Introduction 'there has been an increasing public interest in the role of advertising in modern society'; and he has set out to illuminate some aspects of the restraints placed on advertising by the law by this collection of fairly detailed accounts of some of the principal court cases which have resulted from statements made in advertisements. The cases range in time from the 'Carbolic Smoke Ball' case of the 1890s to the well-known 'Spanish champagne' case of 1958-60, and they concern a variety of branches of the law including contract, copyright, defamation and the statute law of the Food and Drugs Acts and the Merchandise Marks Acts. The purpose of the book is to be of help to practitioners of advertising and the law, as well as to interest the general reading public.

Croner's World Directory of Freight Conferences. (Loose-leaf. Croner Publications Ltd., 143 London Road, Kingston, Surrey. £4 15s. for the book and the first year's Amendment Service.) This is the fourth edition of a work first published some ten years ago. The original version contained only details of conferences operating from the United Kingdom, but this latest edition has been greatly expanded and is said to include details of most of the conferences operating throughout the world. It is isued in a ring-binder in loose-leaf form and will have quarterly amendments to keep the information up-to-date. The book is divided into four parts. Part 1 covers the conferences operating from the United Kingdom, the areas covered, terms, rebate period, and names and addresses of secretaries and members. Part 2 contains information on conferences operating outwards from the United States, and Part 3 covers the remainder of the world. Part 4 is devoted to indexes of the conferences and the countries covered. Specimen freight contracts and rebate claim forms are reproduced.

The German Federal Republic, by Peter Latham (297 pages. Blackie and Son Ltd., 35s.; paperback edition, 17s. 6d.) is the third volume to appear in the series of *Blackie's Guides*. This series is directed at all classes of people travelling abroad, and not merely to holiday-makers and tourists. The volume on Germany (like its predecessors on the United States and France) is divided into four main sections, the first of which contains a wide range of general information for the visitor, including travel facilities, accommodation, currency, eating and drinking, sports and entertainments. This is followed by an extensive business section, containing a survey of the industrial and commercial life of the country, names and addresses of the leading business organizations, and brief notes on legislation of interest to the visiting businessman; a study section which covers the German educational system, with particular reference to the foreign student; and an arts section covering most branches of the cultural life of the country. Published simultaneously is the fourth volume in the series, *The United Kingdom*, by the same author (356 pages. 35s.; paperback edition, 17s. 6d.), which follows the same plan of arrangement – though in this case there is a 56-page topographical guide to the country which is naturally far more detailed than the 11 pages devoted to this topic in the volume on Germany.

Management Education in Belgium in Industry and the Public Service (24 pages. Administrative Staff College, Henley-on-Thames. 5s.) is the report of a short study carried out in 1964 by G. A. G. Ormsby who is on the staff of the College. The author describes how the creation of the *Fondation Industrie-Université pour le Perfectionnement des Dirigeants d'Enterprises,* and its parallel *Institut Administration-Université* for the Public Service, has served successfully to obtain the proper involvement of the universities in the field of management and administration, and co-operation between these institutes, industry, and the Civil Service.

Opportunities in the Fertilizer Industry in Turkey. (56 pages. $US 2.00 from the Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey, Sehit Tegmen Kalmaz Cad. no. 30, Third Floor, Ulus – Ankara, Turkey.) This is a further pamphlet in the series already mentioned in the *Board of Trade Journal,* (i.e. *Opportunities in the Rayon Industry in Turkey,* page 684 of the *Journal* of September 25, 1964, and *Investment Guide to Turkey,* page 891 of the *Journal* of October 23, 1964). Other titles now available cover the refractories industry in Turkey, the internal combustion engine industry, the oil burner industry, the pump industry, the hand tool industry, the fish-canning industry, the citrus-fruit processing industry, and the chemical industry.

Preparing to Build. Ministry of Public Building and Works, Directorate of Building Management. (32 pages. 3s. 6d., by post 4s., from HM Stationery Office and Government bookshops.) A handbook addressed to building clients which stresses the importance of their role in the building process. It covers establishing the need to build, the engaging of designers, and the briefing, design and construction stages. This is the first in a series of *Building Management Handbooks* to be produced by the Research and Development section of the Ministry. The second, *Selective Tendering for Local Authorities* (12 pages. 2s., by post 2s. 5d.) is a guide for local authorities on the operation of selective tendering procedures.

Spicer and Pegler's Practical Auditing, 14th edition by Walter W. Bigg. (563 pages. H.F.L. (Publishers) Ltd. 30s.) In this new edition the editor has devoted a chapter to the audit of mechanized accounting systems, including electronic data processing systems, and he has also incorporated the recent recommendations by the Institute of Chartered Accountants in England and Wales on auditing and accounting matters.

Introduction to Fire: Nature, Effects, Control, by the Fire Protection Association. (32 pages. Single copies free, additional copies 4s. 6d., from the Fire Protection Association, Aldermary House, Queen Street, London E.C.4.) This booklet provides a general introduction to the basic facts and statistics about fire. It deals with the nature, effects and control of fire and is illustrated with photographs and diagrams.

Other publications

DIRECTORY OF BRITISH EXPORTERS 1965-66. 239 pages. Benn Brothers Ltd. 45s., by post 48s. 6d.

THE EUROPA YEAR BOOK 1965. Volume I-Part 1: International Organizations; Part 2: Europe. Volume II-Africa, The Americas, Asia, Australasia. Europa Publications Ltd. 150s. for Volume I, £13 for Volumes I and II.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+101	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+152	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+484	+332	+44	+47
1963															
3rd quarter	117	121	137	131	119	104	138	107	140	164	141	— 2	— 12	— 7	— 1
4th quarter	122	124	138	132	120	105	142	109	151	168	144	+127	+ 61	+ 23	+35
1964															
1st quarter	123	127	141	136	123	105	147	116	156	176	152	+ 88	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	150	121	155	184	149	+153	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	154	121	169	188	153	+119	+ 77	+ 6	+17
4th quarter	127	130	147	141	124	107	160	128	174	186	158	+124	+ 50	+31	+15
1965															
1st quarter		132				108		138*	165*				+ 58*	—13*	+ 6
1964															
November	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands						3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	121·5	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	169*	121*	128·8	+4·5	109·7*	128·3*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
1964																
November	161	126	127·8	+4·6	110·3	126·4	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	124	128·3	+4·8	109·4	126·8	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	167*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0*	128·6*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April		123*	131·6	+5·5	110·9*	128·8*	155·1	313	— 28	—20	274	+25	+14	149	143	..
May			132·1	+5·1	111·5*	128·9*	155·6	297	— 16	—23	287	+13	+ 9	157*	140*	..

† Not seasonally adjusted * Provisional.

United Kingdom Trade in May

A condensed version of this article on United Kingdom Trade in May appeared in last week's Board of Trade Journal.

Summary

EXPORTS THIS YEAR have been running 4 per cent higher than the average for 1964 although the rapid growth which began in the concluding months of last year has flattened out in recent months. As expected, special factors led to a rebound of imports from their exceptionally low level earlier in the year. These include a recovery in the level of imports of food and in May the bunching in arrivals of manufactures following the reduction in the temporary import charge on April 27. In the year so far imports have been 1 per cent less than the 1964 average. The trade deficit though higher in the last month or two is on average this year half that for 1964.

Trade balance

Because of special factors the deficit in May increased to £49 million (seasonally adjusted) and in the four months February-May* it averaged £21 million a month. This compares with £35 million a month in November-January and £46 million a month for 1964 as a whole.

Exports

Exports in May were £379 million, seasonally adjusted. The average for the three months March-May was £385 million, unchanged from the previous three months, but 6 per cent higher than in the third quarter of last year before the rise began last autumn, and 4½ per cent more than the average in 1964. To date this year exports have averaged 4 per cent higher than last year.

The most recent figures show a flattening in exports to the Overseas Sterling Area, with some falling back in exports to several of the main countries. There was little change in exports to Western Europe where continued growth in exports to EFTA offset an easing back in EEC. Within EEC exports to Western Germany continued strongly upwards but there was a sharp fall to France and only small changes elsewhere. Exports to North America increased, wholly due to the United States, as did those to the Soviet Union and Eastern Europe. Latin America and Japan fell back sharply with little change elsewhere.

In the commodity pattern of exports, machinery has shown little further increase in March-May, after rising strongly since last autumn. Exports of transport equipment have fallen back sharply from the peak rate reached at the turn of the year, mainly due to lower figures in recent months for ships and aircraft; road motor vehicles showed little change. Chemicals and metals have continued to increase strongly. Amongst non-manufactured goods, most sectors have fallen in recent months.

* Averages for the four months February to May are shown in order to reduce the distortion in the recent import figures caused by the American dock strikes, the reduction in the temporary import charge and other special factors.

United Kingdom trade

TABLE 1 (A)
TOTALS
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—43
1965 1st quarter	383	458	13	—12
1964 November	369	487	14	—56
December	396	476	13	—19
1965 January	369	465	14	—30
February	390	440	14	+11
March	388	469	13	—17
April	387	477	13	—30
May*	379	501	13	—49
1964-5 Nov.-Jan.	378	476	14	—35
1965 Feb.-May (a)*	386	472	14	—21
1964-5 Dec.-Feb.	385	460	14	—13
1965 March-May*	385	482	13	—32

*Provisional estimates.

(a) Averages for the four months February to May are shown in order to reduce the distortion in the recent import figures caused by the American dock strikes. The low values of imports in February were largely compensated by higher arrivals in March to May. Normal comparisons, three months on three months, are shown at the foot of the table.

TABLE 1 (B)
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	374·0	464·9	13·6
April	405·8	473·8	13·8
May*	393·8	505·1	13·8

*Provisional estimates.

MINISTRY OF AVIATION

LONDON AIRPORTS

The Minister of Aviation proposes to award concessions for the right to operate the following Duty Free Shops:—

LONDON (Heathrow) AIRPORT

No.1 Building Europa

Unit (a)—Duty free goods excluding liquor.

No.3 Building Oceanic

Unit (b)—Duty free tobacco goods.

LONDON (Gatwick) AIRPORT

Terminal Building

Unit (c)—Duty free tobacco goods.

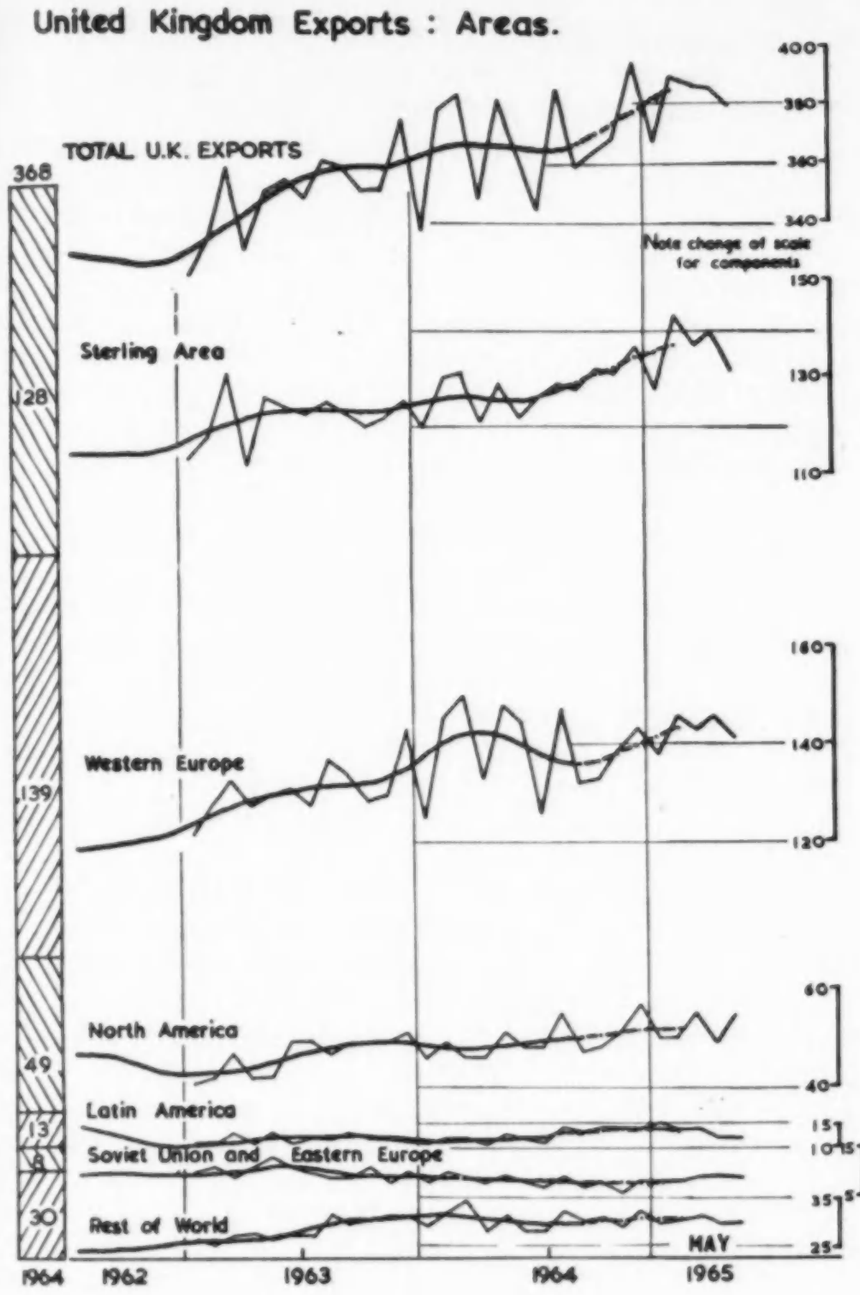
Unit (d)—Duty free goods excluding liquor and tobacco goods.

Firms who wish to be considered for inclusion in the tender list should apply to the General Manager, Ministry of Aviation, London (Heathrow) Airport, Hounslow, Middlesex, before 30th June, 1965, quoting reference LCF 24/JG.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 1444 *of this issue*).



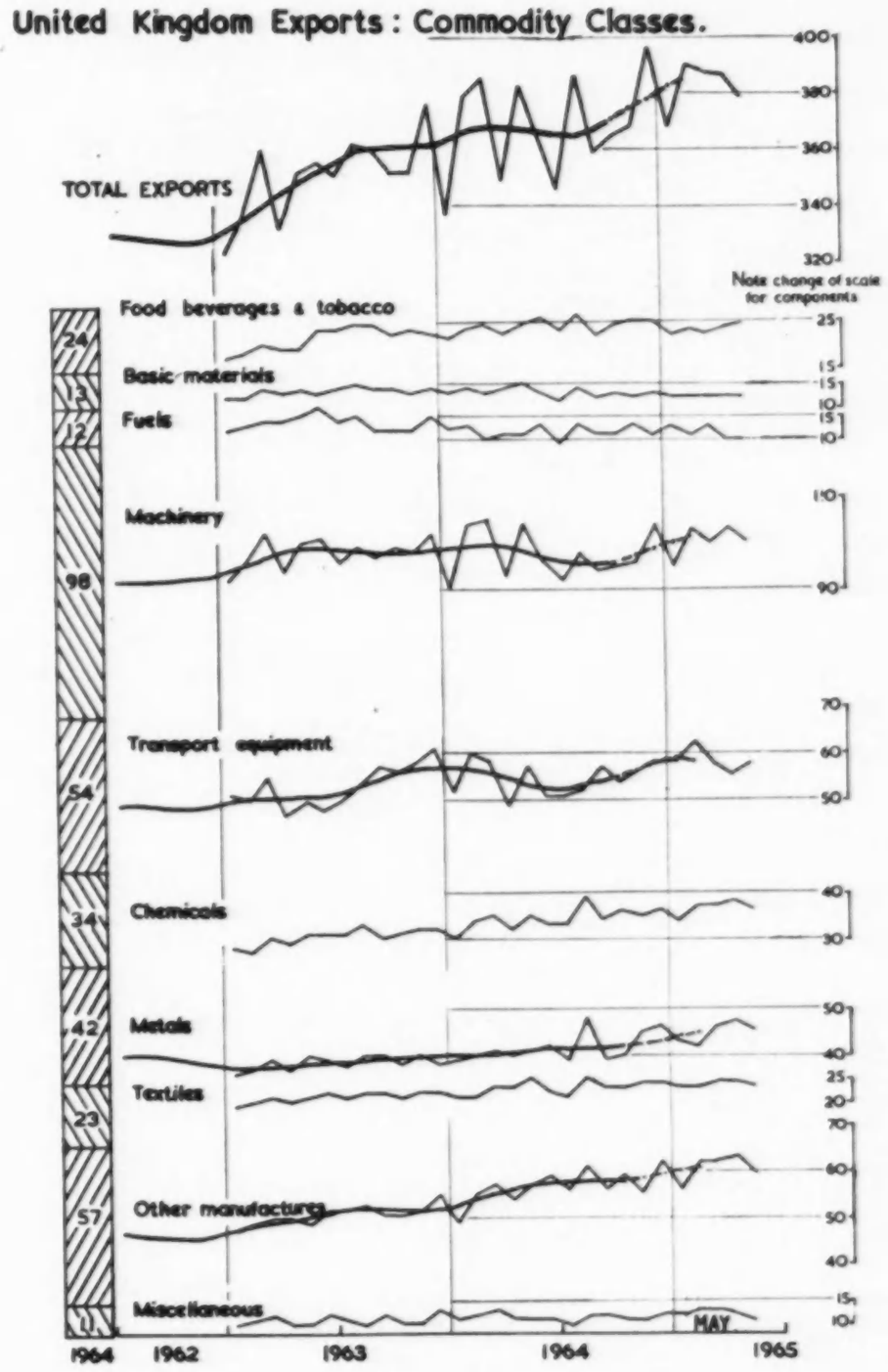


Table 2—United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 2nd quarter .	124	142	77	53	48	12	9	29	365
3rd quarter .	128	135	71	51	50	12	8	30	363
4th quarter .	133	138	74	52	52	14	7	31	377
1965 1st quarter .	136	143	74	56	52	15	8	31	383
March .	137	143	72	58	55	14	9	31	388
April .	140	146	77	56	49	13	9	30	387
May* .	131	141	73	55	55	12	9	30	379
1964-5 Dec.-Feb..	136	143	75	54	52	14	8	31	385
1965 Mar.-May* .	136	144	74	57	53	13	9	30	385

* Provisional estimates.

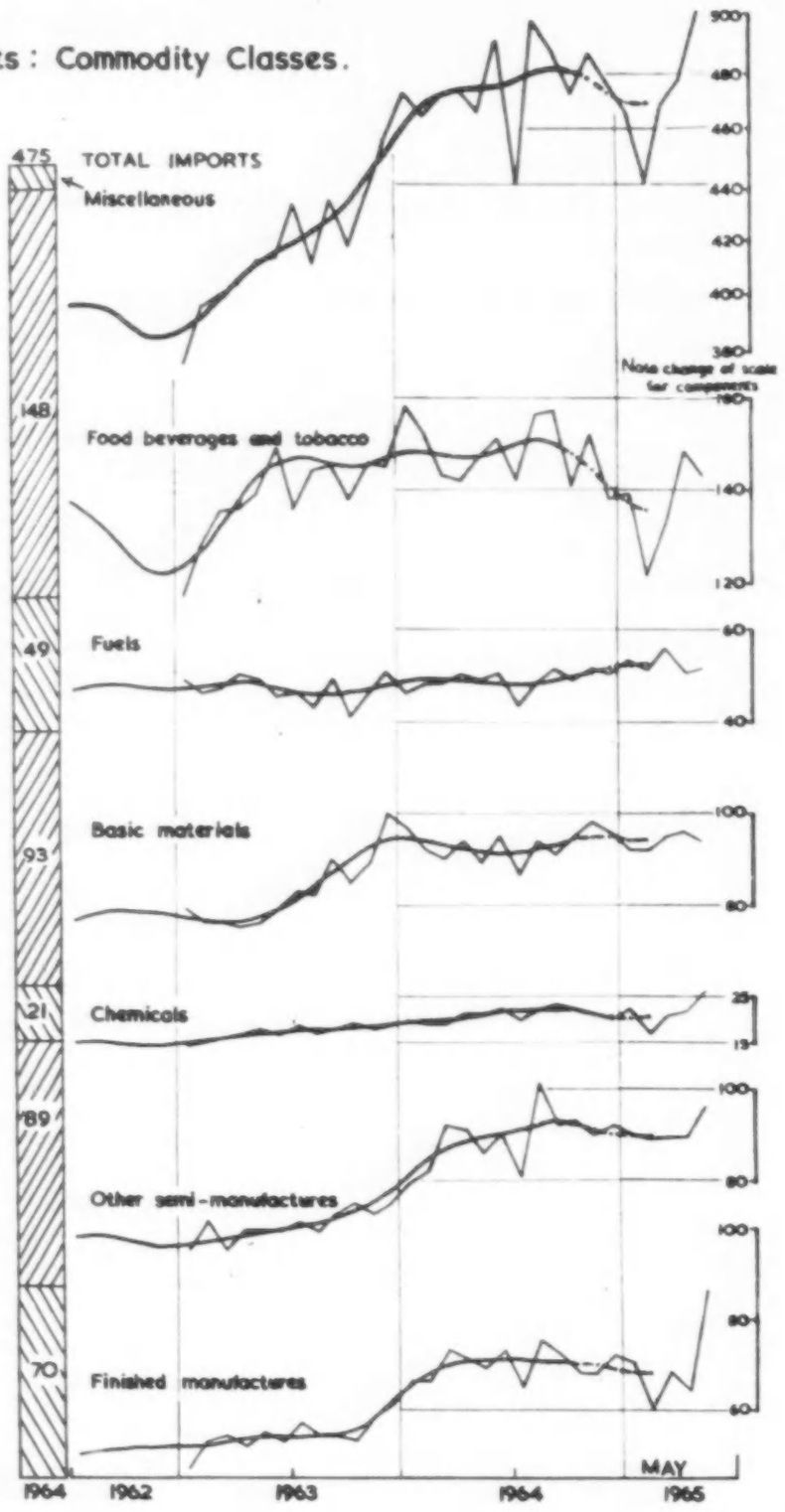
Table 3—United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food beverages and tobacco	Basic materials	Fuels	Manufactures										Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 2nd quarter .	23	14	12	305	150	98	44	9	33	41	23	57	11	365
3rd quarter .	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter .	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter .	23	12	12	322	159	100	46	14	36	44	23	60	13	383
March . .	23	12	13	328	160	101	45	13	37	46	24	62	13	388
April . .	23	12	10	330	158	103	46	8	38	47	24	62	12	387
May* . .	24	12	10	321	157	100	47	10	36	45	23	59	11	379
1964-5 Dec.-Feb. .	23	13	12	321	159	101	47	12	36	44	23	60	12	385
1965 Mar.-May* .	23	12	11	326	158	101	46	10	37	46	23	61	12	385

* Provisional estimates.

(*Continued on next page*)



Imports

Imports increased in May to £501 million, seasonally adjusted. In part, the higher figures in the last month or two reflect a recovery (including some backlog) in arrivals from the United States where dock strikes had delayed shipments earlier this year. They also reflect a recovery, from unusually low figures, in imports of food, drink and tobacco. Imports of semi and finished manufactures which are largely subject to the temporary charge, rose sharply in May (by £32 million over the April level), and included shipments held back to take advantage of the reduced rate of charge operating from April 27. It is significant that imports across the short sea routes from Western Europe were £22 million higher than in April; and arrivals from the United States were also very high. The May import figures included an unusually large value for ships and aircraft, including special equipment for North Sea oil exploration. All these factors together come to more than the £24 million rise in imports as a whole between April and May.

Taking the four months February-May together, a period which helps to smooth some of the monthly distortions – particularly the effects of the United States dock strikes, the reduction of the temporary import charge and the fluctuations in food imports – imports averaged £472 million a month, 1 per cent less than in the three months November-January, and also 1 per cent less than the average for 1964. Comparison with the preceding four months would show much the same result.

Imports of foodstuffs appear to have stopped falling in recent months, although taking the average for the last four months there was a decrease of nearly 4 per cent compared with the preceding three months. Within this commodity group, imports of meat and meat preparations have risen, whilst dairy products have shown a marked fall. Over the same two periods, imports of basic materials were slightly lower, but many semi and finished manufactures subject to the import charge increased (mainly on account of the sharp rise in May). This reflected a bunching in the arrivals of manufactured goods delayed to take advantage of the cut in the import charge and probably also some further arrears in imports from the United States held up by the United States dock strikes. The 3 per cent rise in imports of machinery and transport equipment may partly reflect these latter two factors, though the greater part of the increase was due to the unusually high imports in May of air and sea craft, including oil equipment (some £5 million more than average). Imports of fuels and chemicals have continued to rise between the periods November-January and February-May.

The pattern of imports by area reflects the rather special character of the recent changes in the composition of imports. Most of the sharp rise in the last month or two came from the principal manufacturing countries in Western Europe and North America supplying the greater part of our imports of manufactured goods,

(*Continued on next page*)

Table 4—Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 2nd quarter	147	50	206	94	21	90	71	4	477
3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
February	122	51	199	92	17	89	60	6	440
March	134	56	205	95	21	89	68	5	469
April	149	51	208	96	22	89	64	6	477
May*	143	52	215	94	26	96	86	6	501
1964-5 Nov.-Jan.	143	51	204	95	21	88	69	8	476
1965 Feb.-May*	137	52	207	94	22	91	69	6	472

* Provisional estimates.

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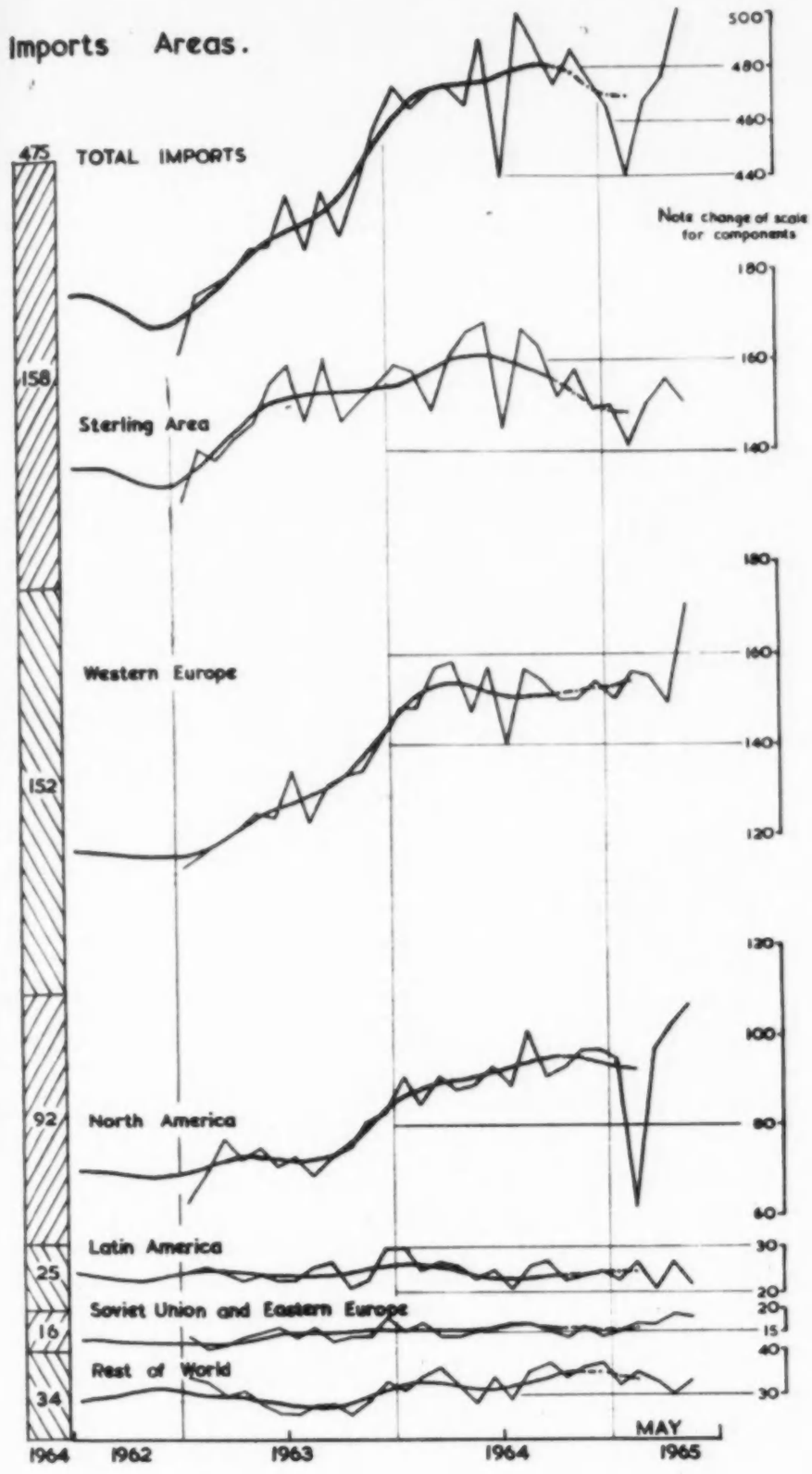

Table 5—Imports: Areas

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 2nd quarter	164	153	90	24	16	31	477
3rd quarter	157	150	94	24	17	33	476
4th quarter	152	151	96	24	16	36	478
1965 1st quarter	147	154	85	24	16	33	458
February	141	156	62	26	17	35	440
March	150	156	98	21	17	33	469
April	156	149	102	27	19	29	477
May*	151	171	107	22	18	33	501
1964-5 Nov.-Jan.	152	151	97	24	16	35	476
1965 Feb.-May*	150	158	92	24	18	33	472

* Provisional estimates.

which are largely subject to the import charge. Nevertheless, imports from North America, although high in April and May, were on average lower in the last four months than in the preceding three. The very marked rise in May imports from Western Europe was reflected in the figures for the Common Market, which showed an average rise of nearly 4 per cent between November-January and February-May, but more especially in imports from EFTA which increased by nearly 8 per cent between the two periods. Imports from the Soviet Union and Eastern Europe also increased but those from the mainly primary producing countries in the sterling area, Latin America and the rest of the world were lower.

(*Continued on next page*)

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
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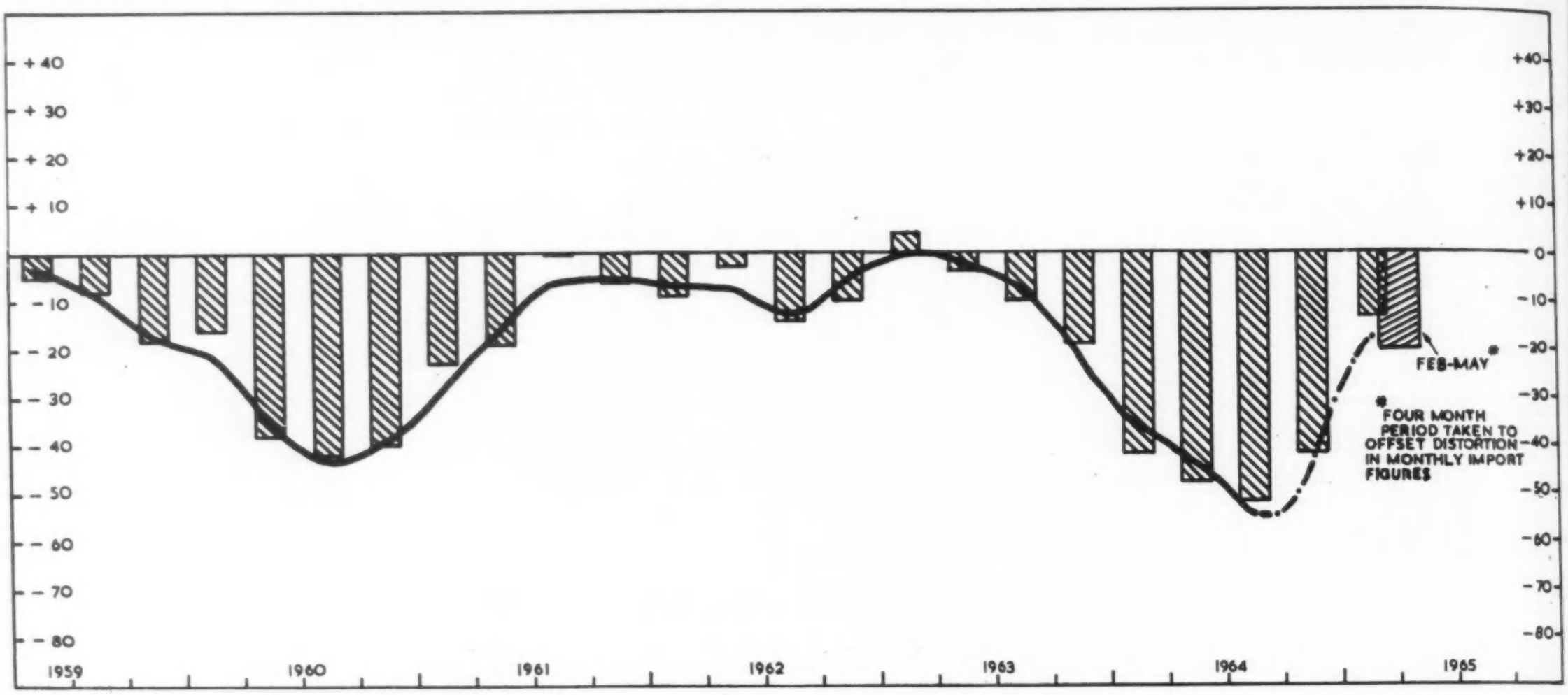
THE TRADE BALANCE



Notes:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on June 30*, and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade* for June† due to be published on or about June 28.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.), is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, May 1965. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

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Index of Retail Prices in May

AT MAY 18 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 112·4 compared with 112·0 at April 13. The rise in the index during the month was due to increases in the prices of a number of items, including potatoes, partly offset by a reduction in the average price of eggs.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1965, prepared by the Ministry of Commerce, is 143 (1958=100). This is 1 point lower than the index for March 1965, and 11 points higher than for April 1964.

The index numbers for the main industrial groups for April, 1965, with the increase or decrease on April 1964, shown in brackets are: textiles 128 (−3 points); clothing 126 (−3); engineering and metals 109 (+11); food, drink and tobacco 118 (no change); timber and furniture 137 (+ 18 points); other manufacturing industries 328 (+ 71); construction 171 (+ 23); gas, electricty and water 158 (+7).

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.

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11:00 a.m.	●	●	●	●	●	●	●
3:00 p.m.	●	●	●	●	●	●	●
6:30 p.m.	●	●	●	●	●	●	●
TO BOSTON							
3:45 a.m.	★	★		★	★	★	⊛
10:30 a.m.	●	●	●	●	●	●	●
TO PHILADELPHIA							
3:45 a.m.	★	★		★	★	★	
11:15 a.m.	●	●	●		●	●	
TO BALTIMORE							
3:45 a.m.	★	★		★	★	★	
11:15 a.m.	●	●			●		
TO WASHINGTON							
3:45 a.m.	★	★		★	★	★	
2:30 p.m.		●	●	●		●	●
TO DETROIT							
3:45 a.m.				⊛		⊛	⊛
10:30 a.m.	●	●	●	●	●	●	●
TO ATLANTA							
2:30 p.m.		●	●	●		●	●

TO NEW ORLEANS	S	M	T	W	T	F	S
2:30 p.m.		●	●	●		●	●
TO CHICAGO							
3:45 a.m.				⊛		⊛	
2:15 p.m.	●	●	●	●	●	●	●
TO DALLAS							
2:15 p.m.	●	●	●	●	●	●	●
TO HOUSTON							
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TO SEATTLE							
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TO PORTLAND							
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TO SAN FRANCISCO							
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3:30 p.m.			●		●		●
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Commonwealth trade again buoyant in 1964

NINETEEN SIXTY-FOUR was the second successive year in which exports from Commonwealth countries grew strongly, helped to a considerable extent by higher price levels of many of the more important export commodities. The value of exports was £11,746 million (f.o.b.); the increase of £997 million was 9 per cent above the level reached in 1963, compared with the 12 per cent by which world exports (excluding exports from the USSR, Eastern Europe and the People's Republic of China) increased.

Commonwealth imports expanded more rapidly than did exports; the increase of £1,461 million (12 per cent) took them to a record level of £13,362 million (c.i.f.) and maintained the accelerating rate of growth which began in 1962 following the fall in imports which occurred between 1960 and 1961. The rise in Commonwealth imports in 1964 was broadly in line with the growth of world imports.

Exports from the United Kingdom increased only modestly last year and the rise in exports from the overseas Commonwealth of 13 per cent was slightly greater than the expansion of world exports. United Kingdom imports, on the other hand, grew strongly at a rate which was higher than that for world imports whilst imports into the overseas Commonwealth countries expanded slightly less fast than world imports.

Commonwealth exports

Within the total rise of £997 million last year, exports (including re-exports) from the United Kingdom on the basis of the 1964 trade accounts were greater by 4 per cent (£173 million) and those from the Overseas Commonwealth increased by almost 13 per cent (£824 million). For the Commonwealth as a whole, exports to both Commonwealth and non-Commonwealth countries grew strongly, increasing by 10 per cent (£335 million) and 9 per cent (£662 million) respectively.

A substantial growth in Commonwealth exports to the United Kingdom was one of the major reasons for the expansion in 1964. They rose by 13 per cent (£173 million), the highest rise recorded in the past ten years. To a large extent, this rise was attributable to increasing exports from Canada (£64 million), Australia (£40 million) and New Zealand (£40 million), which between them accounted for more than four-fifths of the rise in Commonwealth exports to the United Kingdom. These increases resulted in a slight rise in the proportions of Australian and New Zealand exports being directed to the United Kingdom market; in 1963 the proportions were 17 per cent and 46 per cent respectively and in 1964, 19 per cent and 49 per cent. In the case of Canada, the proportion remained steady at about 15 per cent. Nigeria, too, increased her exports to the United Kingdom by £7 million, but there was a slight decline in exports to the United Kingdom from India, Pakistan and Singapore. However, the overall position of the United Kingdom as a market for Commonwealth goods remained the same as in 1963 with just over 20 per cent of overseas Commonwealth exports being sent to the United Kingdom.

Exports by the overseas Commonwealth countries to most other markets also expanded considerably. Between 1963 and 1964 their intra-trade rose by 15 per cent from £873 million to £1,000 million and accounted for about 13½ per cent of the total exports of the overseas Commonwealth countries, much the same proportion as was the case in 1963. Exports to the non-Commonwealth countries increased to £4,839 million, an increase of £525 million (12 per cent) compared with the previous year. Of this latter increase, nearly half (£206 million) represented additional exports to the United States of America while exports to the European Economic Community increased by £73 million (10 per cent). There was a rise in trade with Soviet Eastern Europe which took 5·3 per cent of total exports in 1964 compared with 3·8 per cent in 1963. This was equivalent to a rise of £138 million and was the largest increase in any one year for the past ten years. About half of this increase resulted from heavy additional shipments of wheat from Canada to Russia, Poland and Czechoslovakia.

Exports from the United Kingdom generally expanded less in 1964 than those from the overseas Commonwealth countries; the major exception to this was the continental EFTA market where exports from the overseas Commonwealth countries remained unchanged between 1963 and 1964 while exports from the United Kingdom rose by nearly 10 per cent. United Kingdom exports to other Commonwealth countries increased by 3 per cent in 1964, a faster rate of growth than that achieved in 1963, but they were still below the level reached in 1960. Last year 29 per cent of the United Kingdom exports went to Commonwealth countries compared with 31 per cent in 1962 and 36 per cent in 1959. To some extent the weakness in United Kingdom exports to the Commonwealth in recent years has resulted from a decline in exports of semi-manufactures, which account for about one-third of all United Kingdom exports to the Commonwealth. In particular, exports of non-ferrous metals, iron and steel and textiles to this market have decreased fairly steadily over the past few years, while United Kingdom exports of these goods to the world as a whole have increased over the same period. There was, however, an improvement in 1964 compared with 1963, accompanying the rise in total United Kingdom exports to the Commonwealth.

Exports from overseas Commonwealth countries

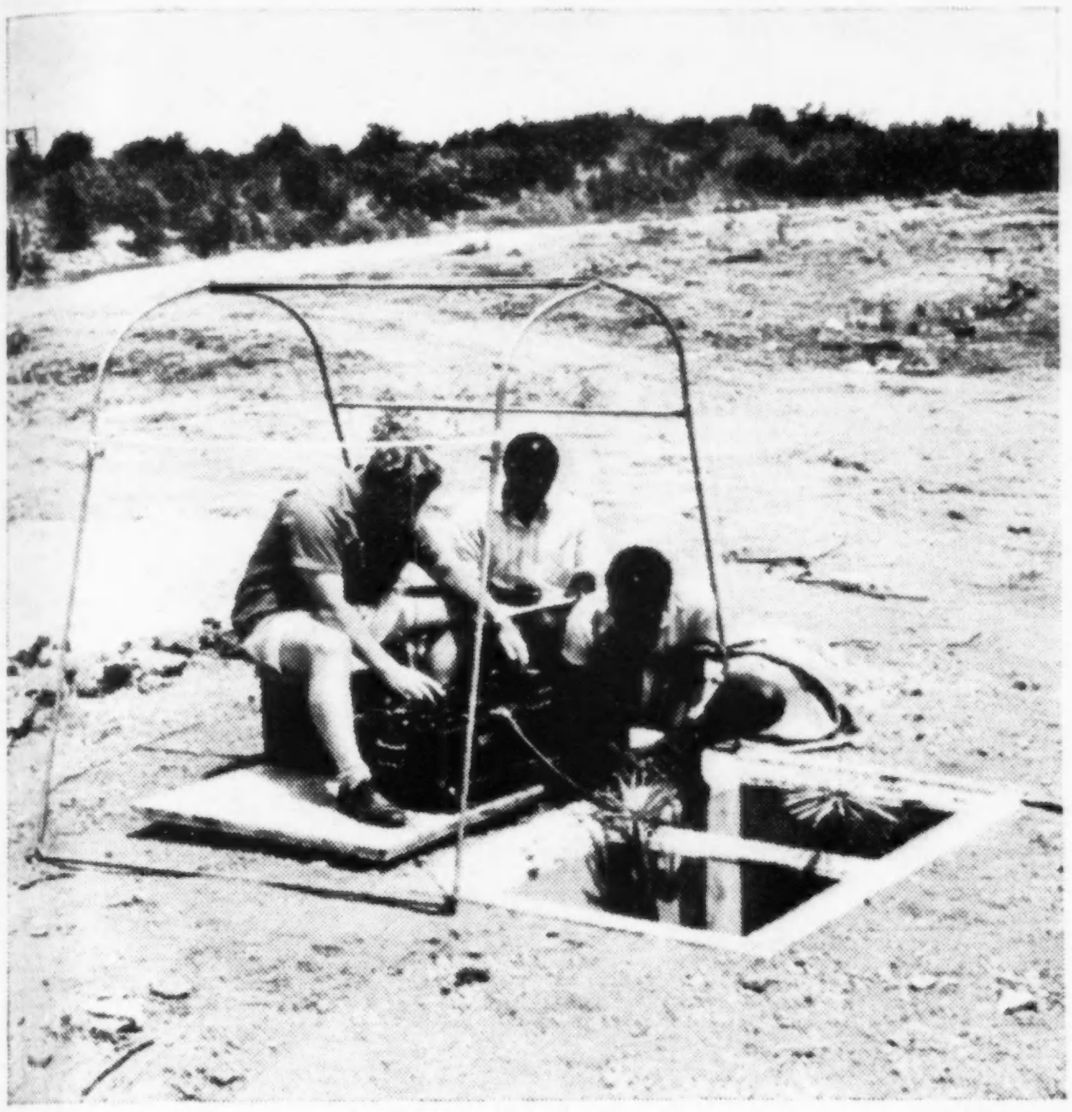
Among the individual overseas Commonwealth countries the largest export increase recorded was by Canada, with an additional £446 million (a 19 per cent rise); more than one-third of this increase resulted from larger exports to the United States (an additional £177 million), but there were also substantial increases in Canada's exports to Soviet Eastern Europe (£94 million) and to the United Kingdom (£64 million). Australia's exports showed an increase of £96 million compared with 1963; this included an increase of £40 million in her exports to the United Kingdom which helped to offset the decrease of £20 million and £11 million in exports to China and to the United States respectively. New Zealand's export trade rose by £59 million (in spite of a decrease in her exports to the United States) as compared with 1963, mainly attributable to increased exports (an additional £40 million) to the United Kingdom; there was also, however, a substantial rise (£11 million) in her exports to the EEC. Unlike Canada and Australia, whose exports to the non-Commonwealth countries represent about 80 per cent and 60 per cent respectively of their total export trade, New Zealand sells nearly 60 per cent of her exports to Commonwealth countries. Nigeria increased her exports by £25 million, of which £9 million went to the European Economic Community, £7 million to the United Kingdom, £2 million to the United States and £1 million to Soviet Eastern Europe; her exports to China rose only slightly. Hong Kong's exports rose by nearly £50 million, of which about one-third went to the United States, while her exports to Soviet Eastern Europe and China declined slightly. Singapore's total exports were affected by loss of entrepot trade and decreased by £71 million from £269 million in 1963 to £198 million in 1964. This fall was largely concentrated in non-Commonwealth markets with the United States, European Economic Community and Soviet Eastern Europe accounting for about half of the fall. Exports to the United Kingdom only fell by £2 million and there was a rise of about £8 million in Singapore's exports to other Commonwealth countries.

Commonwealth imports

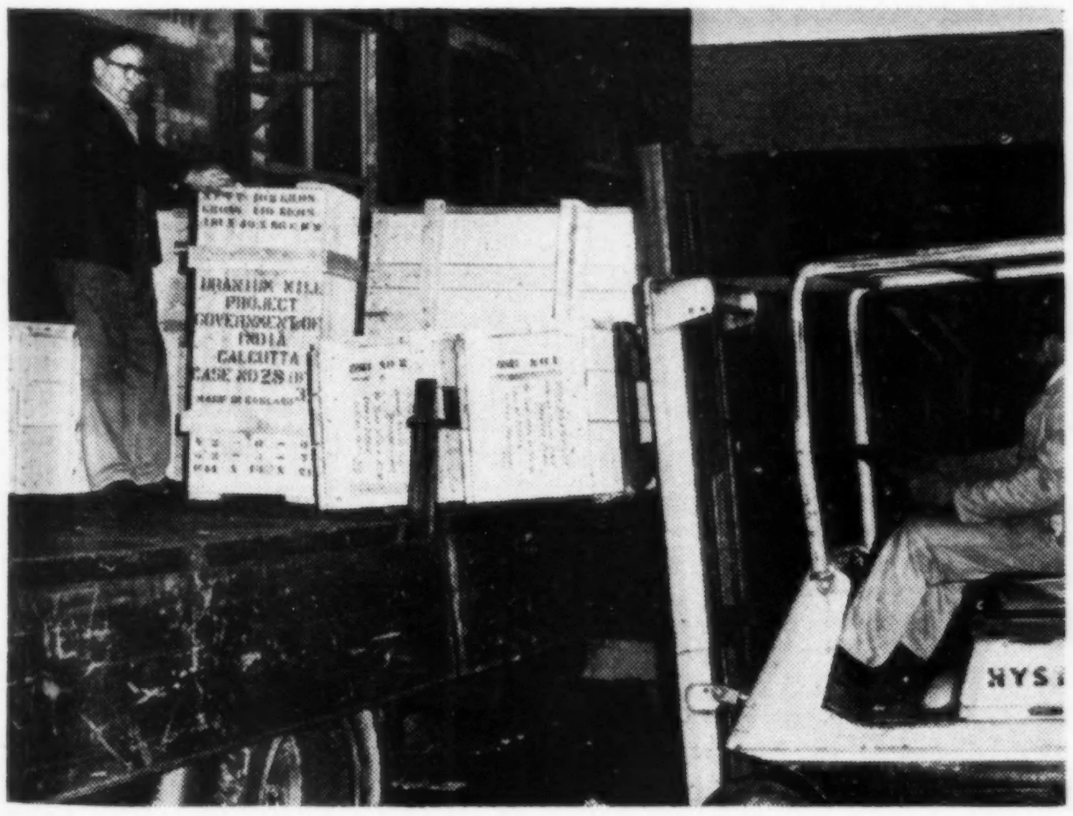
Total Commonwealth imports were 12 per cent more in 1964 than in 1963; this was a faster rate of growth than the 7 per cent achieved in the previous year and was a continuation of the recovery in this flow of trade following the fall which occured between 1960 and 1961. The total value of this trade was £13,362 million (c.i.f.), thus exceeding the peak level reached in 1963 by £1,461 million (c.i.f.). The rate of growth of imports from non-Commonwealth countries was faster than that of imports from Commonwealth countries and the non-Commonwealth countries supplied more than three-quarters (£1,117 million) of the total increase in Commonwealth imports. Imports from the United States grew particularly strongly (18 per cent), contributing £508 million to the increase, while imports from the European Economic Community increased by £226 million (16 per cent). Imports from EFTA (excluding the United Kingdom) also increased strongly by nearly 20 per cent, from £689 million in 1963 to £825 million in 1964.

Imports into the United Kingdom grew a little more rapidly

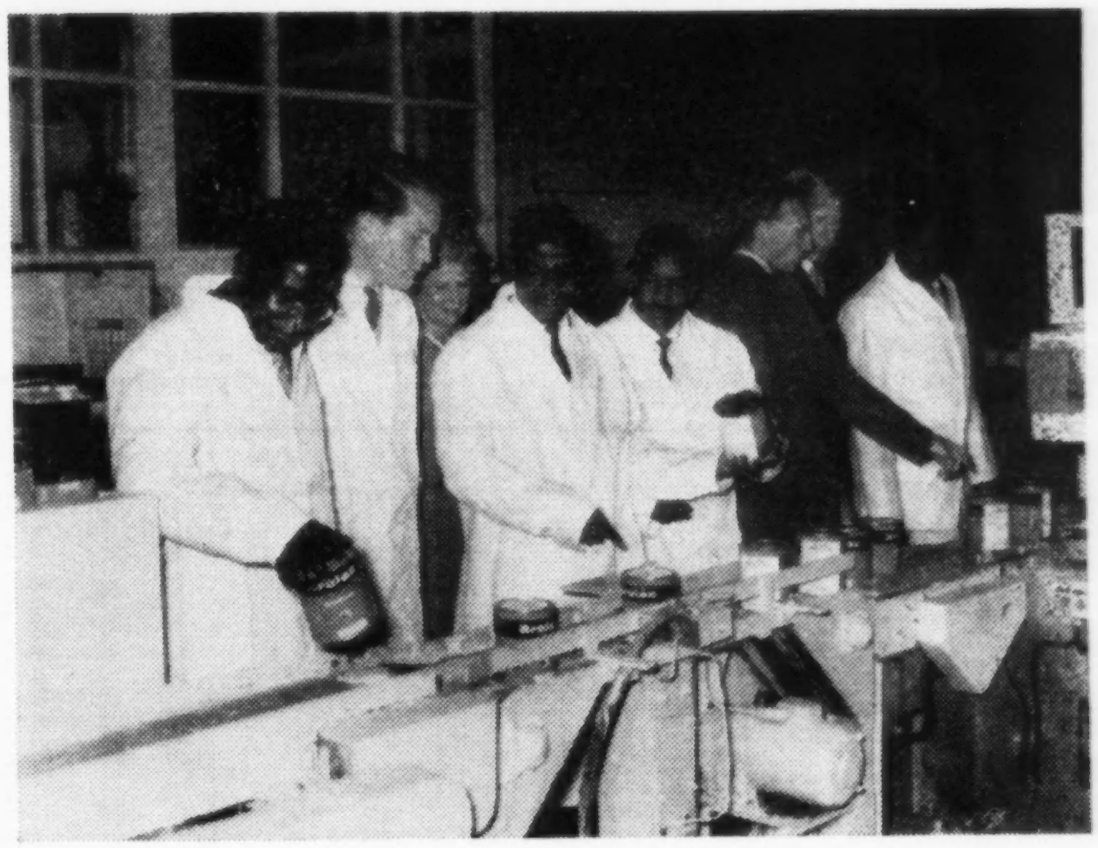
(*Continued on page* 1410)



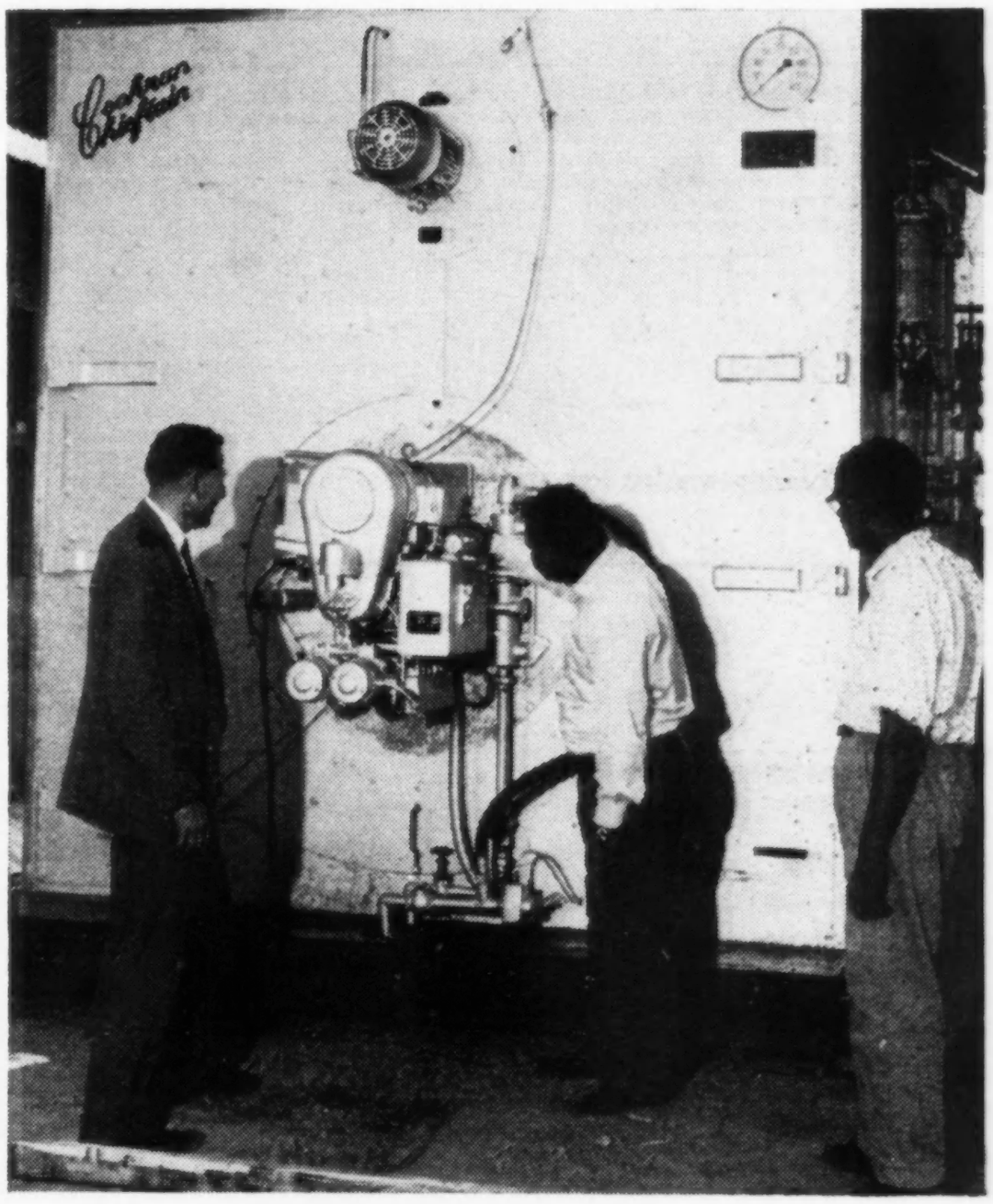
Work proceeding on the £1¼ million contract awarded to British Insulated Callender's Cables Limited by the Government of Ghana in connection with the latter's scheme for the expansion and modernization of the telecommunications system throughout that country. The contract covers the survey and design of the cable networks and the manufacture and installation of the complete cabling system, including the coaxial cable interconnections from the microwave radio stations and local junction and distribution cables. The cables are being manufactured at Prescot by the Telephone Cables Division of BICC, who are also responsible for the installation.



Chemical pumps worth more than £11,000 are loaded for transportation to the London Docks en route for India, at the British LaBour Pump Company's North London factory. The order consisted of pumps and spares for the Jadugoda Uranium Mill project operated by the Government of India. British LaBour now exports half its total production.



A party of Malawi Members of Parliament visited the Brolac Paint Works at Bristol on June 1. The visit was organized by the Central Office of Information and conducted by Miss D. E. Morris of that Department. The main purpose of their visit was to see the processing of tung oil, a main export of Malawi, and the modern manufacture of paints.



Mr. G. J. Swaffield (left), First Secretary (Commercial), British Trade Commission in Northern Nigeria, with Mr. Y. E. Gardee (centre), a director of Northern Nigeria Textile Mills Ltd., Kaduna, inspecting a Cochran 'Chieftain' boiler which was received recently. The boiler was built in what is claimed to be the record time of 28 days by Cochran and Co. Annan Ltd. Capacity is sufficient to produce not only the steam required in the mill when printing and dyeing of imported grey cloth starts later in the year but also the steam required when spinning and weaving is undertaken in 1966.

COMMONWEALTH TRADE IN 1964—*continued*

Table 1: Commonwealth imports

£ thousand million

	IMPORTS (a) (b) FROM								
	United Kingdom	Other Commonwealth Countries	TOTAL, COMMONWEALTH COUNTRIES	United States	EEC	EFTA excluding United Kingdom	Other non-Commonwealth Countries	TOTAL NON-COMMONWEALTH COUNTRIES	WORLD
THE COMMONWEALTH (c)									
1956	1·29	2·23	3·53	2·21	0·99	0·52	2·22	5·93	9·46
1957	1·36	2·21	3·58	2·37	1·05	0·55	2·49	6·46	10·04
1958	1·27	2·01	3·29	2·02	1·05	0·50	2·45	6·02	9·31
1959	1·27	2·16	3·42	2·21	1·15	0·52	2·54	6·42	9·84
1960	1·39	2·33	3·72	2·57	1·34	0·62	2·80	7·33	11·04
1961	1·37	2·19	3·56	2·49	1·36	0·63	2·84	7·33	10·89
1962	1·27	2·24	3·51	2·67	1·36	0·63	2·98	7·64	11·15
1963	1·28	2·45	3·73	2·87	1·45	0·69	3·16	8·17	11·90
1964	1·33	2·75	4·08	3·37	1·69	0·82	3·40	9·28	13·36
UNITED KINGDOM (d)									
1956	—	1·50	1·50	0·41	0·49	0·38	1·08	2·36	3·86
1957	—	1·48	1·48	0·48	0·49	0·40	1·20	2·57	4·04
1958	—	1·31	1·31	0·35	0·53	0·37	1·18	2·43	3·75
1959	—	1·42	1·42	0·37	0·56	0·39	1·25	2·57	3·98
1960	—	1·48	1·48	0·57	0·66	0·46	1·37	3·06	4·54
1961	—	1·38	1·38	0·48	0·68	0·46	1·39	3·01	4·40
1962	—	1·40	1·40	0·48	0·71	0·46	1·44	3·09	4·49
1963	—	1·54	1·54	0·50	0·77	0·51	1·50	3·27	4·81
1964	—	1·71	1·71	0·64	0·92	0·62	1·62	3·80	5·51
OTHER COMMONWEALTH COUNTRIES (c)									
1956	1·29	0·73	2·03	1·80	0·50	0·13	1·14	3·57	5·60
1957	1·36	0·74	2·10	1·89	0·56	0·15	1·29	3·89	6·00
1958	1·27	0·70	1·97	1·67	0·51	0·13	1·27	3·59	5·56
1959	1·27	0·74	2·01	1·84	0·59	0·13	1·29	3·85	5·86
1960	1·39	0·84	2·24	2·00	0·68	0·16	1·43	4·27	6·50
1961	1·37	0·81	2·18	2·01	0·68	0·17	1·45	4·32	6·50
1962	1·27	0·84	2·11	2·19	0·65	0·17	1·53	4·55	6·66
1963	1·28	0·91	2·19	2·37	0·69	0·18	1·66	4·89	7·09
1964	1·33	1·04	2·37	2·73	0·77	0·20	1·78	5·48	7·85

(a) Excludes the trade of the British Protected States in the Middle East except in so far as this is recorded in the imports and exports of other Commonwealth countries.
(b) National valuations. Most Commonwealth countries record their imports at c.i.f. valuations; the major exceptions are Canada, Australia, Southern Rhodesia, Zambia and Malawi whose imports are recorded at f.o.b. valuations.
(c) Excludes the Republic of South Africa and also South West Africa, The Southern Africa Territories of Basutoland, Bechuanaland and Swaziland, whose trade figures are included with those of the Republic of South Africa and whose trade was of the order of £12 million in 1962, are also excluded.
(d) Values from January 1, 1961, include revised estimated average values for parcel post; 1960 figures have been re-calculated on this basis. Cinematograph film is excluded in 1959. Coverage and valuations are on the 1964 basis, i.e. excluding trade in precious stones and the re-valuation of parcel post imports introduced in 1965.

Table 2: Commonwealth exports

£ thousand million

	EXPORTS (a) (b) TO								
	United Kingdom	Other Commonwealth Countries	TOTAL COMMONWEALTH COUNTRIES	United States	EEC	EFTA excluding United Kingdom	Other non-Commonwealth Countries	TOTAL NON-COMMONWEALTH COUNTRIES	WORLD
THE COMMONWEALTH (c)									
1956	1·34	1·96	3·30	1·61	1·11	0·43	1·82	4·98	8·28
1957	1·25	2·00	3·26	1·71	1·19	0·45	2·02	5·36	8·61
1958	1·20	1·91	3·11	1·68	1·06	0·42	1·86	5·02	8·13
1959	1·29	1·95	3·24	1·97	1·16	0·46	1·97	5·56	8·81
1960	1·34	2·14	3·48	1·86	1·28	0·51	2·15	5·80	9·28
1961	1·27	2·07	3·34	1·90	1·39	0·56	2·44	6·28	9·63
1962	1·24	1·99	3·24	2·12	1·49	0·58	2·40	6·60	9·84
1963	1·33	2·11	3·43	2·22	1·67	0·64	2·79	7·31	10·75
1964	1·50	2·27	3·77	2·44	1·75	0·70	3·08	7·98	11·75
UNITED KINGDOM (d)									
1956	—	1·28	1·28	0·26	0·48	0·34	0·93	2·01	3·29
1957	—	1·31	1·31	0·26	0·51	0·35	1·00	2·11	3·42
1958	—	1·25	1·25	0·29	0·46	0·33	0·98	2·06	3·32
1959	—	1·26	1·26	0·38	0·51	0·36	0·95	2·20	3·46
1960	—	1·35	1·35	0·34	0·57	0·40	1·04	2·35	3·70
1961	—	1·31	1·31	0·30	0·67	0·45	1·12	2·53	3·84
1962	—	1·21	1·21	0·35	0·78	0·48	1·13	2·74	3·95
1963	—	1·23	1·23	0·36	0·89	0·52	1·23	3·00	4·23
1964	—	1·27	1·27	0·38	0·91	0·57	1·28	3·14	4·41
OTHER COMMONWEALTH COUNTRIES (c)									
1956	1·34	0·68	2·02	1·36	0·64	0·09	0·89	2·98	5·00
1957	1·25	0·69	1·95	1·45	0·68	0·09	1·02	3·24	5·19
1958	1·20	0·66	1·85	1·39	0·59	0·09	0·88	2·96	4·81
1959	1·29	0·69	1·98	1·59	0·65	0·10	1·02	3·36	5·35
1960	1·34	0·79	2·13	1·52	0·71	0·11	1·11	3·46	5·59
1961	1·27	0·76	2·04	1·60	0·73	0·11	1·31	3·75	5·79
1962	1·24	0·78	2·03	1·77	0·71	0·11	1·27	3·86	5·89
1963	1·33	0·87	2·20	1·86	0·77	0·13	1·56	4·31	6·51
1964	1·50	1·00	2·50	2·06	0·85	0·13	1·80	4·84	7·34

(a) See footnote (a) to Table 1. (b) Exports include re-exports. (c) See footnote (c) to Table 1. (d) See footnote (d) to Table 1.

Table 3: Exports of principal commodities from the Overseas Commonwealth countries, 1958—1964

£ million

	Wheat	Raw sugar (*a*)	Raw cocoa	Raw coffee	Tea	Meat and meat preparations	Dairy products (*b*)	Fruit	Raw wool	Raw cotton (*c*)	Raw jute	Jute goods
1958	184·5	87·6	95·2	45·9	197·5	161·9	85·4	75·0	324·1	65·0	63·0	86·0
1959	203·8	85·0	113·6	43·0	183·7	180·4	139·5	68·8	374·6	50·0	53·4	99·0
1960	204·0	89·1	107·4	42·9	184·5	165·4	115·8	70·0	384·8	54·7	60·7	117·9
1961	343·8	98·2	103·0	41·0	188·2	166·0	105·1	69·1	396·1	54·9	67·1	130·6
1962	288·2	104·8	107·4	46·1	192·3	183·9	105·2	78·9	395·2	47·0	58·4	135·4
1963	377·3	164·7	108·0	54·8	197·4	202·0	118·2	83·2	456·5	71·3	56·8	142·4
1964 (*d*)	468·1	168·6	114·2	78·9	192·4	232·4	144·7	94·9	493·2	57·7	63·4	157·9

	Cotton piece-goods	Lead (*e*)	Tin	Copper	Natural rubber (*f*)	Hides and skins (*g*)	Timber	Iron ore	Tobacco and manufactures	Vegetable oils	Oilseeds and nuts
1958	49·9	31·3	36·8	125·3	248·4	58·7	160·9	59·0	48·5	46·1	88·8
1959	62·7	29·2	39·1	180·9	354·6	83·7	180·2	84·2	55·2	55·5	102·4
1960	71·8	28·0	65·2	214·5	366·3	81·8	198·9	90·7	60·0	49·3	96·9
1961	70·3	26·7	74·0	193·2	288·5	79·6	179·0	87·0	65·6	49·4	101·4
1962	62·5	29·4	75·6	189·6	278·7	80·9	184·5	123·0	72·5	47·3	97·8
1963	70·2	29·7	85·1	199·8	263·7	88·1	211·3	143·5	80·2	54·3	103·7
1964 (*d*)	80·7	43·2	92·5	239·2	221·0	93·3	220·6	170·0	80·1	59·4	93·0

(*a*) Excluding Sugar Preference Certificates. (*b*) Milk, cream, butter, cheese and eggs. (*c*) Including linters. (*d*) Partly estimated. (*e*) Including values of other metals found with lead in complex concentrates. (*f*) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Commonwealth countries include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £12·1 million in 1964. (*g*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

between 1963 and 1964 than did imports into the overseas Commonwealth countries (15 per cent compared with 11 per cent). The increase in United Kingdom imports was spread over most of the main suppliers with above average growth rates in imports from the United States (28 per cent – £141 million), the European Economic Community (19 per cent – £147 million) and continental EFTA (23 per cent – £116 million). The overseas Commonwealth countries supplied £170 million more than in 1963, and their share of the United Kingdom market last year was 31 per cent, the same as in 1962, compared with 36 per cent in 1959.

Imports into the overseas Commonwealth increased by 11 per cent (£761 million) between 1963 and 1964. The bulk of this increase came from non-Commonwealth countries with imports from the United States and the European Economic Community increasing strongly. In addition there was a rise of nearly 23 per cent in their imports from Soviet Eastern Europe, but the total value of trade with this area, £172 million, was still small.

Intra-trade between the overseas Commonwealth countries increased at an above average rate and contributed £125 million to the overall rise while imports from the United Kingdom increased only moderately, and her share of the Commonwealth market – 17 per cent last year – a decrease of 1 per cent on 1963, continued the slowly declining trend of the last decade. The United States and Japan have both increased their trade with the countries of the overseas Commonwealth; since 1959 the United States share has risen from 31½ per cent to 35 per cent, and in the case

(*Continued on next page*)

Table 4: Exports of principal commodities from the Overseas Commonwealth countries, 1964

	Unit of quantity	Exports in 1964			
		Quantity	% change over 1963	Value £ million	% change over 1963
Raw wool	lb. million	2,020·6	— 1	493·2	+ 8
Raw cotton	lb. million	630·6	—22	57·7	—19
Raw jute	tons '000	800·1	+ 7	63·4	+12
Wheat	tons '000	19,276·3	+19	468·1	+24
Raw sugar	tons '000	3,439·7	+ 1	168·6	+ 2
Lead	tons '000	594·7	+23	43·2	+46
Tin	tons '000	83·9	—14	92·5	+ 9
Copper	tons '000	1,072·1	+13	239·2	+20
Raw cocoa	tons '000	607·1	— 1	114·2	+ 6
Raw coffee	lb. million	611·3	+10	78·9	+44
Tea	lb. million	1,005·5	— 2	192·4	— 3
Natural rubber	tons '000	1,234·4	—12	221·0	—16
Cotton piece-goods	yds. million	1,135·4	+ 5	80·7	+15
Jute goods	tons '000	1,364·6	+17	157·9	+11
Meat and meat preps.	cwts. million	22·0	+10	232·4	+15
Dairy products	—	—	—	144·7	+22
Hides and skins	—	—	—	93·3	+ 6
Timber	—	—	—	220·6	+ 4
Iron ore	—	—	—	170·0	+18
Fruit	—	—	—	94·9	+14
Tobacco	—	—	—	80·1	—
Vegetable oils	—	—	—	59·4	+ 9
Oilseeds and nuts	—	—	—	93·0	—10

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COMMONWEALTH TRADE, *continued*

of Japan from 4½ per cent to 6½ per cent. Germany, over the same period of time has kept her position fairly steady at about 4½ per cent of the market and the countries of the EEC as a whole have similarly maintained their position as suppliers of approximately 10 per cent of overseas Commonwealth imports.

Canada's imports from the United States rose in 1964 by £243 million or 17 per cent; this increase brought the United States' share of the Canadian market to nearly 69 per cent, and thus more than regained the slight ground lost in 1963. Japan's share of the Canadian market also rose slightly, with an increase of nearly £15 million compared with 1963. Imports from the United Kingdom increased by £16 million but her share of the market remained the same at just under 8 per cent. Australia recorded an increase of £70 million in her imports from the United States, whose share of this market rose from about 21 per cent in 1963 to 24 per cent. Japan also made some headway in Australia with an increase of £25 million recorded in Australia's imports from this source. Australian imports from the United Kingdom and the EEC went up by nearly £28 million and £18 million respectively, but in spite of this the share of the market held by these countries showed a very slight decrease compared with 1963. New Zealand's imports recorded increases from the United States and Japan but a slight decrease in her trade with the United Kingdom and the European Economic Community. Another country with a notable increase in imports from the United States was Hong Kong, which took an additional £12 million, but its imports from Japan rose by £19 million, representing an increase of about 25 per cent compared with 1963. Pakistan also took an additional £10 million from Japan, resulting in a rise of over 2 per cent in Japan's share of this market, and making up nearly all the ground lost in 1963. Imports from the United Kingdom increased by nearly £3 million.

Commodity exports from the overseas Commonwealth countries

Rising levels of world demand and, in some instances, shortages of supply, led to a rise in the prices of many of the important export commodities of the overseas Commonwealth countries in 1964 and this played a considerable part in growth of export earnings. However, by the end of the year, a downward tendency in the prices of a number of foodstuffs had become evident.

Of the main commodities shown in Table 4, wheat exports increased most in value by £91 million; this represented a rise of 24 per cent compared with 1963, and resulted from both higher prices and increased volume. Canada's exports of wheat accounted for £79 million of this increase (her exports to USSR were almost double the 1963 level) with the balance coming from Australia. Copper exports showed the second largest rise increasing by £39 million (20 per cent) between 1963 and 1964, and once again increases in both price and quantity contributed to the growth. About three-quarters of the rise came from Rhodesia and Zambia which together exported an additional £31 million, of which nearly £7 million went to the United Kingdom. The rise in raw wool exports of £37 million was much the same as the increase in copper earnings. In this instance, however, a higher price offset a small fall in quantity exported. Exports of meat and meat preparations and dairy products also rose considerably (£30 million and £27 million respectively) and the countries gaining most were Australia, New Zealand and Canada. The commodities with the greatest price rises were raw coffee, lead and tin and in the cases of tin and raw coffee the price rise more than offset a weakening in the quantity exported.

The only substantial fall in value was experienced by natural rubber, earnings from which fell by £43 million. To a large extent this reflected a fall of 12 per cent in quantity exported, but prices also weakened by some 4 per cent. Exports of oilseeds and nuts also fell by 10 per cent from £104 million in 1963 to £93 million in 1964.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1316 of the issue of June 11.

Index of industrial production for April

THE PROVISIONAL INDEX of production for April 1965, prepared by the Central Statistical Office, is 131 (seasonally adjusted). The index of manufacturing production for April recovered to the February level (March was affected by strikes). It did not reach the January level but the index for that month reflected exceptionally high deliveries in several industries. The April figure suggests that production this year has been maintained at the high level reached after the strong rise at the end of 1964.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·9	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
Unadjusted:														
1963 4th quarter	127	99	128	120	115	128	144	129	146	126	134	76	126	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	128	135	76	130	123
2nd quarter	130	98	133	121	113	136	155	134	158	132	139	75	137	126
3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	135	98	136	117	112	126	160	140	163	136	147	75	133	132
1965 Feb.	137	102	137	118	113	126	162	138	165	136	146	75	131	134
Mar.	137	100	138	123	113	141	163	144	166	140	153	75	137	129
Apr. (prov.)	130	92	130	118	110	131			161	127	134	75	127	126
Seasonally adjusted:														
1963 4th quarter	124	96	125	117	112	125	144	128	146	123	128	76	128	116
1964 1st quarter	127	96	128	116	110	126	147	131	150	127	135	75	128	120
2nd quarter	128	95	129	117	111	126	151	134	153	127	136	75	126	122
3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	114	137	156	140	158	132	144	74	126	127
1964 Nov.	130	95	132	121	114	134	154	144	155	130	140	75	129	123
Dec.	132	97	133	121	113	135	154	138	157	133	145	75	130	121
1965 Jan.	133	97	135	122	115	134	156	142	158	136	149	75	128	129
Feb.	132	96	133	122	114	136	155	136	158	132	143	74	128	129
Mar.	130	94	131	123	112	141	157	141	159	128	140	74	121	134
Apr. (prov.)	131	93	133	118	112	128			162	130	141	74	126	126
Nov.-Jan. (av.)	132	96	134	121	114	134	153*	140*	157	133	145	75	129	125
Feb.-Apr. (av.) (prov.)	131	94	132	121	113	135	156*	140*	160	130	141	74	125	126

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing,				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
Unadjusted:															
1963 4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	131	162
2nd quarter	133	133	136	118	116	105	123	151	160	136	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	142	141	123	121	109	128	150	156	142	127	146	139	137	172
1965 Feb.	145	145	146	127	124	110	135	151	157	141	128	146	143		176
Mar.	138	138	140	124	121	108	132	152	156	144	132	141	140		164
Apr. (prov.)		139		117	113	98	127	151	157	140	121	138			140
Seasonally adjusted:															
1963 4th quarter	120	119	123	117	113	101	127	141	143	138	120	136	130	131	133
1964 1st quarter	124	122	130	118	116	102	124	145	149	137	130	136	135	133	138
2nd quarter	129	129	132	117	115	102	124	146	154	134	127	139	134	135	136
3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	136	137	119	118	103	123	151	157	142	136	140	138	139	146
1964 Nov.	133	133	134	119	117	99	126	152	160	139	131	140	140		139
Dec.	132	130	138	120	117	105	128	156	160	149	136	138	144		143
1965 Jan.	138	139	136	121	118	105	127	153	159	142	137	144	135		143
Feb.	138	138	139	120	120	104	123	150	157	140	134	140	139		148
Mar.	132	131	135	116	116	102	118	150	154	143	137	135	138		148
Apr. (prov.)		136		119	118	104	124	152	160	140	128	138			142
Nov.-Jan. (av.)	132*	134	133*	120	117	103	127	153	160	144	134	141	140*	137*	142
Feb.-Apr. (av.) (prov.)	136*	135	137*	118	118	103	121	151	157	141	133	138	138*	139*	146

* Latest available three months (January-March) and previous three months (October-December).

Orders, deliveries, production and exports in the engineering industries

THE FIRST ESTIMATES for April indicate that new orders in the industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were a fifth lower than in April last year. The level of deliveries in April was affected by Easter which fell in March last year. Taking March and April together, home market deliveries were 5 per cent higher than in the corresponding period a year earlier, but deliveries for export were 1 per cent lower. Order books for both home and export markets showed little change during the month.

The later and more complete information about orders and deliveries now available on a quarterly basis has resulted in revisions to the monthly estimates for January, February and March, mainly affecting the figures published previously relating to orders for export markets. These comprehensive statistics show that the major increases in export orders on hand during the first quarter of 1965 continued to be confined to a narrow range of industries, namely, industrial plant and fabricated steel work (particularly chemical plant) and generating equipment including rotating electrical machines, which are almost entirely covered by the larger firms approached on a monthly basis. Outside this sector export order books showed little change on balance, even for the larger firms. Export order books reported by those firms, generally the smaller, taking part in the quarterly inquiry, were the same in March as in December.

It is provisionally estimated that production in April in the engineering and electrical goods industries (SIC Order VI) was slightly lower than in April 1964. Taking March and April together to eliminate the effect of the different timing of Easter between this year and last, the increase on a year earlier amounted to 5 per cent. Production has recently been increasing more rapidly in mechanical engineering than in electrical engineering – the relative rates of growth in the first quarter of 1965 compared with a year earlier amounting to 11 per cent and 4 per cent respectively – and during the quarter the production index for mechanical engineering stood at the same level as the electrical engineering index after having been constantly lower since the first quarter of 1962.

The more detailed statistics of the value of deliveries of certain mechanical and electrical engineering products, which are now available for the first quarter of this year, are shown in Table 3. In the mechanical engineering sector deliveries of metal working machine tools and welding machinery, contractors' plant and quarrying machinery and mechanical handling plant were substantially higher than a year earlier, and smaller increases were recorded for most other categories. Deliveries of chemical plant and water tube boilers were at very high levels during the quarter. In the electrical engineering industries the increase on a year earlier was most marked for switchgear and control gear and for insulated wires and cables. Deliveries of domestic electric appliances were lower than in the first quarter of 1964.

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1964	161	152	136	168	151	136	158	153	136
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter	148	160	138	148	151	138	148	163	138
3rd quarter	154	141	126	158	148	123	153	138	127
4th quarter	161	159	144	168	169	144	158	156	144
1965 1st quarter*	167	161	144	172	154	142	165	164	145
1964 January	136	131	125	142	113	130	133	138	124
February	137	149	138	142	145	143	135	150	137
March	140	159	139	143	144	137	138	164	140
April	144	169	134	145	153	142	144	175	131
1965 January*	162	153	138	170	156	137	160	152	138
February*	165	165	144	172	159	145	163	167	143
March*	167	165	150	172	148	143	165	171	153
April*	167	134	132	173	133	132	165	135	132

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1964	137	133	144	105	162	165	161	1964
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	139	135	146	111	151	147	153	2nd quarter
3rd quarter	128	125	134	93	157	158	157	3rd quarter
4th quarter	147	142	156	105	162	165	161	4th quarter
1965 1st quarter	147*	147*	147*	106	168*	168*	168*	1965 1st quarter
1964 January	128	123	137		140	144	139	1964 January
February	139	135	145		141	144	140	February
March	138	138	140		143	144	143	March
April	135	130	146		148	144	149	April
1965 January	141*	140*	142*		164*	166*	163*	1965 January
February	146*	146*	145*		166*	168*	166*	February
March	153*	154*	152*		168*	168*	168*	March
April	134*	..	..		168*	167*	169*	April

*Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

Table 3 on following page

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	April 15, 1965	
865,778	United States Atomic Energy Commission	Processing aqueous nitric acid solutions.
886,360	United States Atomic Energy Commission	Plasma device.
888,471	United States Atomic Energy Commission	Thermo nuclear reactor.
896,651	United States Atomic Energy Commission	Joining metal carbides to metal bases.
900,417	United States Atomic Energy Commission	Irradiation method of converting hydrocarbons.
927,951	United States Atomic Energy Commission	Accelerated plasma source.
931,076	United States Atomic Energy Commission	Thermo nuclear reactor and process
	May 14, 1965	
731,662	The Marconi Co. Ltd.	Inter-stage couplings for television systems.
803,661	Morle, C. W., and Hodding, H. S., personel administrators of Brennan, G. B., deceased.	Fibrous strip material.
809,412	Morle, C. W., and Hodding, S. H., personal administrators of Brennan, G. B., deceased.	Metal deposit.
809,956	Morle, C. W., and Hodding, H. S., personal administrators of Brennan, G. B., deceased.	Production of particulate metal.
813,706	Coal Industry (Patents) Ltd.	Mining machines.
848,975	Langford, A. E., known as Saveen, A.	Glove puppets and like figures.
864,841	Coal Industry (Patents) Ltd.	Bunkers.
877,818	Bibby, R., & anr., trading as T. Bibby & Co.	Supporting hanks of yarns in tanks, etc.
	May 14, 1965	
882,011	Mefina S.A.	Dish washing machine.
883,018	Societe Anonyme Andre Citroen	Inertia-operated electric switch.
889,943	Coal Industry (Patents) Ltd.	Tunnelling, machines.
919,544	Coal Industry (Patents) Ltd.	Conveyor systems having endless conveying members.
932,620	Gevaert Photo-Producten N.V.	Preparation of macromulecular compounds.
939,250	Gevaert Photo-Producten N.V.	Preparation of macromulecular compounds.
951,163	Etablissements Pierre Morin	Electrically curing concrete by embedding resistance wires therein.
911,901	Morle, C. W., and Hodding, H. S., personal administrators of Brennan, G. B., deceased.	Conductive strip material.
918,226	Societe Anonyme Andre Citroen Patent of Addition to 883,018.	Inertia-operated electric switch.
958,277	Muanyagipari Kutato Intezet	Heat stability of polymers containing chlorine.
	May 20, 1965	
740,854	Lodge-Cottrell Ltd.	Controlling operation of electrostatic precipitators.
812,277	Lodge-Cottrell Ltd.	Automatic voltage control of precipitator rectifiers.
910,598	Hutchison, Hollingworth & Co. Ltd.	Weft detection arrangement for looms.
940,633	Chemische Werke Witten-GmbH	Plasticized compositions.
967,574	Fermco Laboratories Inc.	Removal of an aldose from food products.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form. No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

Table 3: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1962 Year	1963 Year	1964 Year	1963	1964		1965
				Fourth Quarter	First Quarter	Fourth Quarter	First Quarter*
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	49·5	59·2	65·8	13·4	16·1	14·3	15·9
Metal-working machine tools and welding machinery	145·9	130·8	141·0	32·4	36·1	38·7	41·1
Engineers' small tools and gauges	73·1	68·5	79·6	18·3	19·6	21·1	22·6
Industrial engines	80·0	87·1	109·5	27·5	25·2	35·1	26·4
Textile machinery and accessories	86·8	89·0	99·8	25·8	25·0	28·7	25·8
Contractors' plant and quarrying machinery	99·7	121·7	145·9	28·8	36·3	36·7	39·2
Mechanical handling equipment	107·2	102·6	110·3	26·0	25·5	29·7	30·2
Office machinery	72·2	84·9	92·2	22·9	23·8	23·8	28·8
Mining machinery	49·7	52·8	56·3	12·5	13·9	13·9	14·8
Refrigerating machinery	50·6	46·9	51·5	8·3	12·1	10·0	14·1
Space-heating, ventilating and air-conditioning equipment	57·7	57·4	66·5	16·8	15·1	19·2	16·8
Pumps and industrial valves	98·5	99·6	112·9	26·5	26·8	31·2	30·6
Air and gas compressors and exhausters	30·0	31·9	36·2	9·1	8·6	9·8	11·1
Food and drink machinery	42·3	40·9	47·7	11·9	10·9	14·1	13·3
Packaging machinery	22·2	24·0	24·3	6·7	5·7	6·4	6·5
Steel and non-ferrous metal rolling mills and ancillary equipment	38·1	24·6	23·8	5·6	6·5	6·6	8·9
Other machinery except electrical machinery	233·5	249·1	270·7	63·8	67·1	72·6	76·2
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	63·4	59·3	63·1	15·4	13·5	19·6	21·1
Shell boilers and boilerhouse plant	31·2	30·9	32·6	8·4	6·9	9·8	8·1
Chemical plant	61·4	53·4	53·7	14·7	12·5	13·7	18·1
Iron, steel and non-ferrous metal works plant other than rolling mills	31·1	29·3	37·6	8·2	9·3	10·7	9·6
Other industrial plant and fabricated steelwork	161·2	154·4	170·3	43·4	42·7	46·3	42·7
ELECTRICAL MACHINERY:							
Generating equipment and rotating electrical machines	141·6	135·9	138·5	33·9	32·1	40·6	34·1
Transformers for lighting, heating and power	53·9	54·6	64·5	14·4	15·3	19·0	15·6
Switchgear and control gear	134·1	137·3	155·9	37·6	37·5	42·2	44·3
Other electrical machinery	22·2	21·4	26·7	5·1	5·5	6·6	6·7
INSULATED WIRES AND CABLES	152·9	159·7	183·8	44·1	41·1	52·4	50·3
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	144·0	165·1	165·8	50·4	39·1	50·1	36·0
Electrical equipment for motor vehicles, cycles and aircraft	65·9	76·7	86·3	20·4	21·8	22·0	21·5
Primary batteries	15·8	17·4	18·8	5·0	4·4	5·2	4·7
Secondary batteries (accumulators)	27·2	29·6	34·8	8·6	7·7	10·4	9·0
Electric lamps	25·6	26·3	30·2	7·8	7·4	9·2	7·6
Other electrical goods	87·1	96·0	111·2	27·6	25·6	31·7	30·6
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	269·8	273·5	312·8	71·9	75·4	83·3	82·2
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	74·9	76·7	83·4	20·9	21·0	21·6	23·5

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of the other products made by the agricultural machinery manufacturers has been added to the 1959 figures. Excluding deliveries by the smallest firms, estimated at about 2 per cent of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

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Car and commercial vehicle production in May

DURING THE FOUR WEEK statistical period of May 1965, the recorded weekly average rates of production were 38,959 passenger cars and 10,432 commercial vehicles.

The seasonally adjusted series shows car production in May continuing to improve from the low level in March which was seriously affected by strikes. Total production, on a seasonally adjusted basis, in March to May 1965 was 9 per cent lower than in December to February.

Production of commercial vehicles, on a seasonally adjusted basis, during the three months ending May maintained the level of the preceding three months.

Car and Commercial Vehicle Production Figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1 Recorded Production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1961	52	1 003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
1964 March	5	178,369	35,674	39,727	7,945	1,606	321
April	4	163,875	40,969	35,402	8,851	1,189	297
May	4	153,209	38,302	35,279	8,820	1,180	295
1965 March	5	169,421	33,884	43,123	8,625	1,715	343
April	4	139,782	34,946	35,401	8,850	1,510	378
May	4	155,837	38,959	40,219	10,055	1,509	377

Table 2 Production—Seasonally Adjusted

Monthly averages — Thousands

	Passenger cars	Commercial vehicles
1961	83·7	38·3
1962	104·1	35·4
1963	134·0	33·6
1964	155·6	38·7
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
May	145·9	41·8
Average of:		
December to February	153·8	40·1
March to May	139·9	40·2
Percentage change	—9	Nil

The hundredth trade mission

THE BRITISH NATIONAL EXPORT COUNCIL announce that they have received the hundredth inquiry under the scheme announced by Mr. Douglas Jay, President of the Board of Trade on January 27. Under this scheme, which the Council administers on behalf of the Board of Trade, assistance from public funds is made available for Trade Missions to and from this country and for collective market research. Among the schemes which have been approved are:

Country	Industry or Organization	Dates
	Outward Missions	
Japan, Hong Kong, Philippines and Thailand	London Chamber of Commerce and Birmingham Chamber of Commerce	February 21-April 5, 1965
Czechoslovakia, Poland and Russia	Leicester Chamber of Commerce	March 29-April 7, 1965
Spain	Birmingham and London Chambers of Commerce	May 2-8, 1965
Iraq, Saudi Arabia, Kuwait and Libya	Birmingham Chamber of Commerce	May 3-18, 1965
Italy	Birmingham Chamber of Commerce	May 23-27, 1965
Sweden, West Germany, Austria, Switzerland, Italy, France, Holland, Belgium and Denmark	High Wycombe College of Technology	May and June, 1965
Denmark	Scottish Council	June 13-19, 1965
Australia	Scottish Council	September 26-October 6, 1965
	Inward Missions	
Italy	Federation of British Footwear Manufacturers	March 22-24, 1965
Spain	Association of British Manufacturers of Printing Machinery	March 29-April 6, 1965
Italy	HEVAC Association	May 2-8, 1965
Switzerland	British Hospitals Export Council	May 31-June 14, 1965
Italy	Food Manufacturers Federation	June 28-July 2, 1965
	Collective Market Research	
Italy, Malta, Libya, Tunisia, Algeria and Morocco	Seed Potato Marketing Board for Northern Ireland	February 20-March 10, 1965
China	Cordage Manufacturers Exports Group	April 15-May 15, 1965
Austria	British Fashion Export Group	April 25-28, 1965
Yugoslavia	British Mechanical Engineering Federation	May 10-June 30, 1965
Denmark, Norway, Sweden, Finland and Ireland	British Footwear Manufacturers Federation	June 9-July 3, 1965

British electrical power convention

'ELECTRICITY IN THE fuel and power future' was the theme of the 17th British Electrical Power Convention which was held at Brighton, Sussex, from June 21 to 24 under the presidency of Professor Sir Ronald Edwards, chairman of the Electricity Council and a member of the National Economic Development Council.

For the first time leaders of Britain's other fuel and power industries attended the Convention, where papers were presented by the heads of the fuel industries. Lord Hinton of Bankside, former chairman of the Central Electricity Generating Board, gave the Citrine lecture on June 22. It was entitled 'The future of power technology'.

Other papers were presented by Mr. John Davies, vice-chairman and a managing director of Shell-Mex and BP Ltd. – the 'Future of oil'; Sir Henry Jones, chairman of the Gas Council – the 'Future of gas'; Lord Robens, chairman of the National Coal Board – the 'Future of coal'; and a paper presented jointly by Mr. E. G. Plucknett, managing director of Tube Investments (Electrical Division) Ltd.; and Mr. S. F. Steward, director of the British Electrical and Allied Manufacturers' Association, on 'Electricity's future in the home – the complete and competitive service'.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

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Production in the cotton industry

THE VOLUME of production in the cotton industry in April was 9 per cent less than in April 1964. The comparison, however, is affected by the changing incidence of Easter which this year fell in April. If the two months March and April 1965 are taken together the volume of production in the cotton industry remained at much the same level when compared to the corresponding period of 1964.

Statistics issued by the Cotton Board show that in the period January-April 1965 the output of single yarn and the amount of yarn doubled were 2 and 4 per cent more respectively than in the corresponding months of 1964. The yardage of cloth woven was 3 per cent more.

(All figures are weekly averages)

	Single yarn (a)		Double yarn		Woven Cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 April	10·35	2·94	2·79	2·45	21·1	12·5
May	10·23	2·87	2·70	2·42	20·7	12·1
June*	8·14	2·35	2·26	2·05	20·3	11·5
July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. †53-week period.

New companies registered in May

BELOW are details of new companies registered in Great Britain during May 1965 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	2,166	2,166
£1,000 and under £10,000	—	961	961
£10,000 and under £50,000	—	162	162
£50,000 and under £100,000	—	13	13
£100,000 and under £1,000,000	—	4	4
£1,000,000 and above	—	—	—
Total number	—	3,306	3,306
Total amount of Nominal Capital	'000's £—	'000's £6,547	'000's £6,547

	Companies Registered in Great Britain in 1964-1965			
	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,721	17,718
April	4,636	10,757	3,636	9,893
May	3,994	9,905	3,306	6,547
June	3,819	11,746		
July	3,495	15,857		
August	3,518	10,370		
September	3,739	11,366		
October	4,121	11,415		
November	4,014	8,722		
December	3,778	12,127		
Total	47,817	158,512		

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in April was 12 per cent less than in April 1964. The comparison is, however, affected by the changing incidence of Easter which this year fell in April. If the two months March and April 1965 are taken together, the volume of production in the wool textile industry was 5 per cent less than in the same months of 1964.

Figure issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, the rate of deliveries of worsted yarn was 5 per cent less than in April 1964 while the rate of deliveries of woven fabrics (excluding blankets) remained at the same level. The rate of production of tops was 13 per cent less.

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets)(c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
1964 February	38·5	25·4	27·2	19·7	13·6	12·8	2·6
March	37·2	24·7	26·5	19·7	12·7	12·5	2·2
April	39·8	25·9	29·1	20·7	14·2	12·8	2·1
1965 February	33·5	20·7	27·0	19·1	13·0	12·7	2·7
March	37·3	23·3	30·0	20·6	14·4	14·0	2·7
April	34·0	20·4	27·4	17·8	12·9	11·5	2·2

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

April retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland for April was 4 per cent higher than in the previous year, compared with increases of 4 per cent in March and 10 per cent in February.

Food shops and household goods shops showed increases of 1 per cent and 9 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 5 per cent on a year earlier.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
1964 April	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8

Orders in the textile and clothing industries

THE ESTIMATED volume of orders-on-hand in the grouped textile and clothing industries at the end of April 1965 was 2 per cent more than at the end of March. The rate of deliveries in April 1965 was 3 per cent less than in April 1964 and the rate of receipt of net new orders 2 per cent less. This comparison may be affected by the changing incidence of Easter which fell in April this year: for March and April taken together, the rate of deliveries was much the same as last year and the rate of receipt of net new orders 1 per cent less.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter*	121	95	99
1964 February	121	111	105
March	121	98	97
April	123	105	101
1965 February*	122	98	101
March*	121	99	100
April*	123	103	97

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

Cinema admissions and takings in April

DURING April the weekly average of admissions to cinemas in Great Britain was 7.5 million and the weekly average of gross box office takings was £1.38 million.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, June 18, 1965.
Where the title appears in italics the film forms part of a series, Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Is Your I.Q. O.K.	Br/E 30360	24	June 14	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.
Look at Life Series 26:					
Sugaring the Pill	Br/E 30362	9	June 14	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Four Degrees West	Br/E 30423	24	June 15	Brenner Film Distributors	Armada Productions
Runaway Railway	Br/E 30424	55	June 15	Children's Film Foundation Ltd.	Fanfare Films Ltd., for Children's Film Foundation Ltd.
Champions in the Sun	Br/E 30426	17	June 17	Warner-Pathe Distributors Ltd.	Templar Film Studios for Films of Scotland
Pathe Pic. Series 547/559:					
Pathe Pic. No. 547	Br/E 30427	8	June 17	" "	Associated British Pathe Ltd.
Pathe Pic. No. 548	Br/E 30428	8	June 17	" "	" "
Pathe Pic. No. 549	Br/E 30429	9	June 17	" "	" "
Pathe News 65-48	Br/E 29992	8	June 18	" "	" "
Pathe News 65-49	Br/E 29993	6	June 18	" "	" "
Movietone News 1879A	Br/E 29940	7	June 18	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1880	Br/E 29941	8	June 18	" "	" "
FOREIGN					
In Harm's Way	F 30356	159	June 14	Paramount Film Service Ltd.	Sigma Productions Inc.
Mata Hari, Agent H.21	F 30357	98	June 14	Gala Film Distributors Ltd.	Filmel, Carrosse, both of Paris and Fida Cinematografica S.p.A., Rome
Black Like Me	F 30358	109	June 14	British Lion Films Ltd.	The Hilltop Company
Hercules and the Masked Rider	F 30359	85	June 14	Planet Film Distributors Ltd.	Romana Film Productions, Rome
Weather Magic	F 30363	6	June 14	Twentieth Century-Fox Film Co., Ltd.	Terrytoons Inc.
Don't Spill the Beans	F 30364	6	June 14	" "	" "
The Many Faces of Yugoslavia	F 30365	8	June 14	" "	Movietonenews Inc.
Sunshine, Song and Senoritas	F 30366	9	June 14	" "	"
World of Water	F 30367	8	June 14	" "	"
Into the Silent Land	F 30368	9	June 14	" "	"
Voice of the Hurricane	F 30369	80	June 14	M.R.A. Productions (The Good Road Ltd.)	RAM Productions
Decision at Midnight	F 30370	93	June 14	" "	"
John Goldfarb Please Come Home	F 30425	96	June 16	Twentieth Century Fox Film Co., Ltd.	Steve Parker and J. Lee Thompson Productions Inc.
Genghis Khan	F 30430	126	June 17	Columbia Pictures Corp. Ltd.	Irving Allen Ltd., London; Avala Film Motion Pictures Production and Export Enterprises, Belgrade and CCC Filmkunst GmbH, West Berlin
A Wish and Ticino	F 30431	9	June 17	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.
A Look at Log Island	F 30432	9	June 17	" "	" "
Soldier in the Rain	F 30433	87	June 18	" "	Allied Artists Pictures Corp.
Tickle Me	F 30434	90	June 18	" "	" "
Seduction of Julia	F 30435	95	June 18	D.U.K. Films Ltd.	Mundus Film, Vienna and Les Films de l'Etoile, Paris

AMENDMENT TO THE REGISTER:
The playing time of the film 'The Reluctant Saint' (F31049) registered on February 26, 1965, has been amended to 78 minutes.
CORRECTIONS TO THE REGISTER:
The particulars of the following films have been corrected as shown below:
'That Man from Rio' (F30306) registered on May 11, 1965, has been corrected to include the additional makers: Les Productions Artistes Associées Paris, France and Dear Film Produzione S.p.A. Rome, Italy.
'Winnetou the Warrior' (F30117) registered on February 12, 1965, has been corrected to include the additional makers: Jadran Film, Zagreb, Yugoslavia and Ste Nouvelle de Cinema Paris, France.

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
June 30 .	Blankets, footwear, clothing, engineers' tools, electric cable, LDC 58 kVA diesel generating sets 71 h.p., mixed rags, furniture, etc.	Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. (*Sale at The Mart, 13 Gloucester Street, Belfast, 1.*	Osborne, King and Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).
July 2 .	Khaki greatcoats, BD blouses and trousers, bush jackets, drill shorts, boots and shoes, webbing equipment, packs, suitcases, carpets, stair carpets, blankets, kitchenware, upright and armchairs, folding tables and forms, dressing chests, curtains, Coventry Climax trailer fire pump, MT spares, canvas tentage, old canvas, mixed rags, miscellaneous brushes, water cans and jerricans, insulated cable, scrap metal and rubber, steel helmet bodies.	Colchester and Cambridge. (*Sale at Command Ordnance Sub-Depot, Reed Hall, Colchester.*)	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).
July 8 .	Plant, machine tools, textile and miscellaneous stores including lathes and drills, grinding and milling machines, mobile cranes, overhead electric travelling cranes, charging sets, electrical and wireless equipment, lengths of wool and cotton, canvas and canvas covers, tool kits, blankets, furniture, clothing.	NCOSD, Barlow, Selby, Yorks., West Riding.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2.
July 15 .	Plant, machine tools and miscellaneous stores including capstan and boring lathes, surfacing and centre lathes, rolls bending machines, milling machines, air compressors, woodworking machines, photographic equipment, trailer vans, paint spraying plants, tyre inflation lubrication plant.	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street Melton Mowbray, Leics. (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*)

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
July 14 and 15	Miscellaneous stores and equipment – mostly furniture in small lots.	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
July 22 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

TENDER SALES

Tenders invited for the purchase of the following: (1) Parachute canopies and nylon cord, (2) Large quantity of steel helmets, (3) Britannia aircraft ground handling equipment, (4) Spitfire aircraft parts. Apply to Ministry of Defence (AFC. 19a (Air)), Turnstile House, London, W.C.1.

Catfoss airfield: 325 acres with vacant possession on completion, except for 40 acres or thereabouts subject to annual agricultural tenancy, including three hangars A, A1 and T1 type, and other useful buildings will be offered for sale by public auction in 12 lots on Tuesday, June 29, 1965, at 3.00 p.m. in the Exchange Sale Rooms of Dee and Atkinson, Driffield, E. Yorks. (This cancels the previous notice published in last week's *BTJ*).

For further particulars and free catalogues apply to the auctioneers, Messrs. Dee and Atkinson, Exchange Street, Driffeld, E. Yorks. Tel. Driffield 3151/2, or 14 North Bar Within, Beverley. Tel. 882624.

WORCESTERSHIRE

Part of the Former Royal Air Force Station Wythall, having a total area of 43 acres with over 149,000 sq. ft. of covered floor space (part at present let at a low rental) suitable for storage purposes and about 15 acres of Roadways and Hardstandings mainly with Vacant Possession to be sold by Auction by Edwards, Son & Bigwood at Regent House, St. Philips Place, Colmore Row, Birmingham, on Wednesday, July 14, 1965, at 2.30 p.m.
Auctioneers Offices: 158 Edmund Street, Birmingham 3, Tel. Central 1376-9.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
July 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

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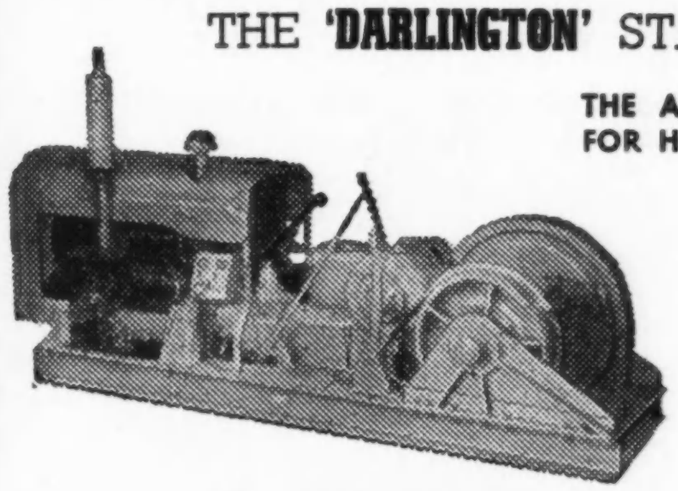

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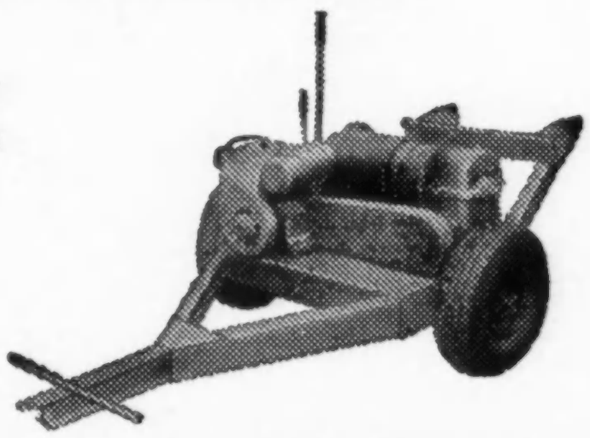

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Thursday, 8th July, 1965

approximately 500 lots

CIVIL ENGINEERING PLANT, EQUIPMENT AND SPARES, TRAILERS, MOTOR VEHICLES, HAND AND MACHINE TOOLS, AGRICULTURAL TRACTORS AND IMPLEMENTS, etc.,

including

EXCAVATORS by RUSTON BUCYRUS (10RB, 19RB, 33RB), SMITH'S 'SUPER 10', PRIESTMAN 'WOLF' and JCB ('4' and COUNTER WEIGHT); TRACKED and WHEELED TRACTORS by CATERPILLAR 'D4', FOWLER VFA, COLEMAN and FEDERAL; TRENCHERS by BARBER GREENE and WINGET PARSONS '221'; SCRAPERS 4-8 cu. yds. by ONIONS and LE TOURNEAU; MOBILE CRANES 2-6 tons by BAY CITY 'WB101', COLES/AEC; COLES/THORNEYCROFT, LORAIN 'WB102', JONES 'KL44' and STANHAY TOWER CRANES by BUILDMASTER 'MODEL 140' and PIENE '081'; DUMPERS by LINER and THWAITES; FORK LIFT and FACTORY TRUCKS by ROSS (7,000 lb.), CLARK (15,000 lb.), COVENTRY CLIMAX (4,000 lb.), ELECTRICARS, YALE, HOLLIS and CLARK; ROLLERS by KOEHRING '34E', AVELING BARFORD and BUFFALO SPRINGFIELD; MOBILE and STATIONARY COMPRESSORS by ATLAS COPCO, BROOM WADE, INGERSOLL RAND, CONSOLIDATED PNEUMATIC, and JUNKERS; PUMPS (5,000-18,000 g.p.h.), CONCRETE MIXERS, CONVEYORS, PLACERS and WEIGH BATCHERS.

also

HYDRAULIC TROLLEY and BOTTLE JACKS 4-25 tons, GREASE GUNS, AXLE STANDS, ENGINES, STORAGE TANKS, PAINT, SHACKLES, CHAIN BLOCKS, BARBED WIRE, WINCHES, TELEVISION COMPONENTS, STEEL PALLETS, STORAGE CABINETS, BEARINGS, COLD STORE, HARRIS SPACE HEATER, NUTS and BOLTS, etc.

and

30 h.p. WAGON HANDLING WINCH INSTALLATION. TWO CHIPMUNK 'MK22' AIRCRAFT with CURRENT C of A's.

also

AUSTIN 'CHAMP', VAN and 'A40' PICK-UP; LAND-ROVERS; CARGO TRUCKS by MORRIS, THAMES, INTERNATIONAL, BEDFORD; YORKSHIRE SWEEPER, COACHES 32 and 37 SEATS, ALBION 15 ton L/L UNIT, TRIUMPH 500 c.c. SV MOTOR CYCLES, TRAILER 10-cwt.-15 tons, TRAILER and LORRY MOUNTED REFUELLERS, 1,200-5,000 GALLS.

also

HAND and MACHINE TOOLS including

GRINDERS, SAW BENCHES, WELDING SETS, BAND SAW, CRANK PRESS, GLUE SPREADERS, TAPLESS JOINTERS, SASH CRAMP, VENEER PRINTER, 3 and 4 JAW CHUCKS and LATHE TOOLS, VICES, DIES, DRILLS, TAPS, SPANNERS, TORQUE WRENCHES, FILES, PIN PUNCHES, etc.

also

COMBINE HARVESTERS by ALLIS 'ALLCROP', MASSEY HARRIS '735' and CLAAS SF; BALERS by BAMFORD 'BL48', INTERNATIONAL 'B25', MASSEY FERGUSON '201' and ALLIS; TRACTORS by FERGUSON 'TE', 'TEA', 'TEF' and '35 DE LUXE' and INTERNATIONAL 'B250'; and MOWERS, RAKES, TEDDERS, TRAILERS, SAW BENCHES, VISI-CHICK FEEDERS, ATCO MOWERS, etc.

SALE TO COMMENCE AT 10.30 a.m.

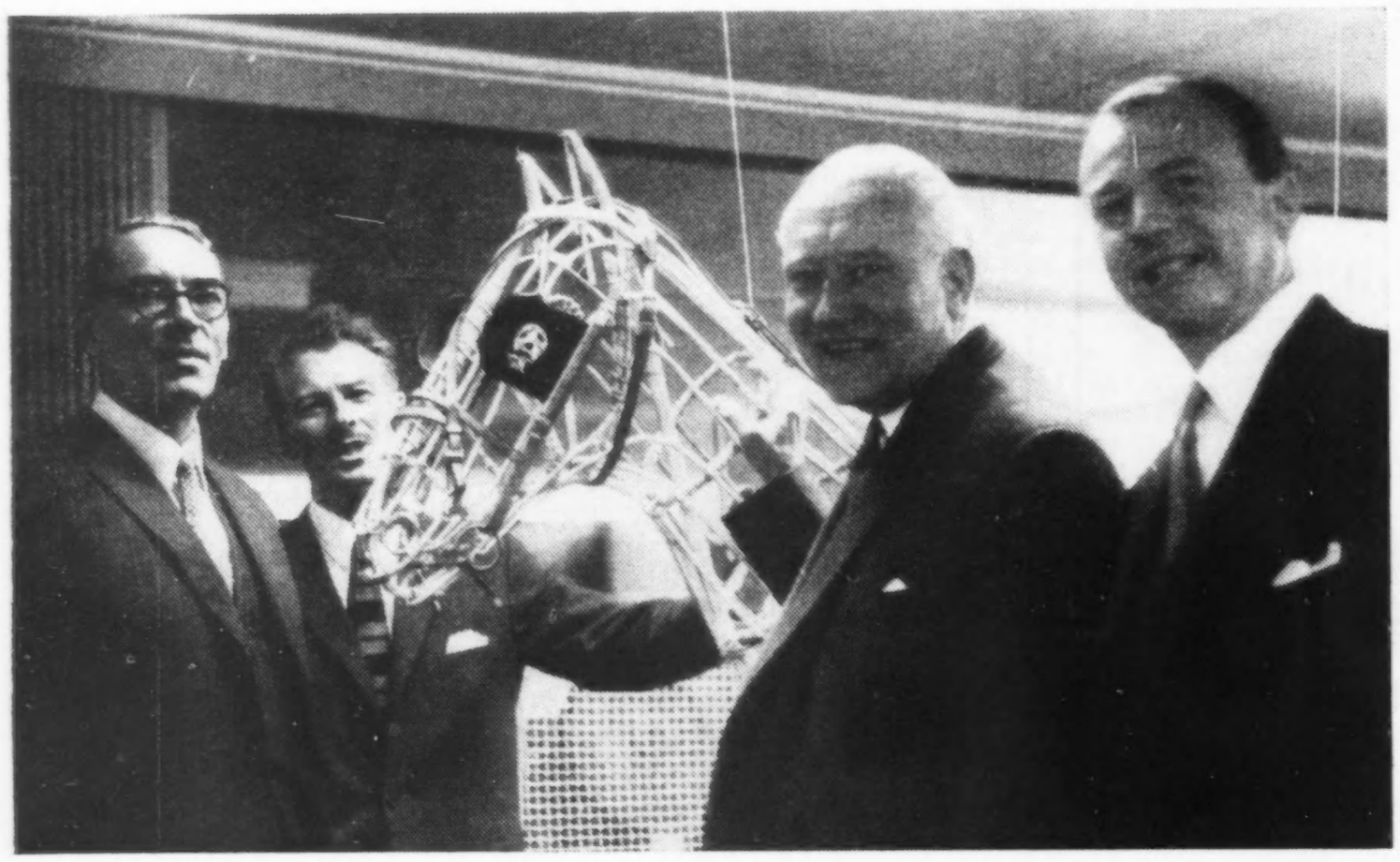
FOR VIEWING DATES AND TIMES SEE CATALOGUE

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' INQUIRY OFFICES, DEPT. B3, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

Exhibitions and Fairs

British pavilion praised at Swedish Fair

By R. W. Bailey, H.M. Consul-General, Gothenburg



Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade (second right), seen at one of the stands with (from left) Sir Moore Crosthwaite, HM Ambassador, Stockholm; Mr. Thomas Abraham, British Vice-Consul, Gothenburg; and Mr. R. W. Bailey, HM Consul-General, Gothenburg.

MR. EDWARD REDHEAD, Minister of State (Overseas), Board of Trade, was among the distinguished visitors to the 5th Elmia Agricultural and Forestry Fair, held between June 3-13 at Jönköping, Sweden, on a beautiful site overlooking Lake Vättern, the fourth largest lake in Europe. The site area is some 200 acres in extent and there is no doubt that this was by far the most successful fair to date, being twice as big as in 1964. In all, approximately 200,000 visitors attended, a marked increase over last year. Just over 1,000 firms were represented showing a wide range of products from combine harvesters to summer cottages, and logging equipment to sewing machines. British-made tractors were to be seen in almost every part of the fair. In addition to Britain, the United States, Finland, Norway, Italy, Poland, Hungary and the Soviet Union were all officially represented and Germany, in addition to its large permanent pavilion, featured a demonstration milking parlour. The Germans have announced that they had found their participation so successful, that next year they will take double the area and demonstrate new lines.

There was warm praise on all sides for the British Pavilion and the friendly reception given the visitors by the British exhibitors was widely remarked upon. This was a 'joint venture' organized by the Board of Trade in co-operation with twenty-two members of the Rural Industries' Bureau and five members of the Agricultural Engineers' Association. On a site of some 10,000 square feet on the main avenue of the fair, the display centred round a British prefabricated building which housed the information office and the products of fourteen members of the Rural Industries' Bureau. Members of the staff of the British Consulate-General in Gothenburg and the British Embassy, Stockholm were in attendance whilst representatives of the Show and Breed Secretaries' Association and of the Suffolk Sheep Society were present to answer inquiries on British cattle breeds and livestock shows in Britain and Suffolk sheep. Seven British caravans were also on show.

On June 5, a morning reception was given jointly by the British Consul-General and the exhibitors, and was attended by the Mayor of Jönköping and over a hundred representatives of firms and members of the Elmia organization. This assisted materially in establishing good contacts. Then on June 12, Mr. Edward Redhead visited the fair together with Sir Moore Grosthwaite, HM Ambassador in Stockholm, and the Consul-General gave a 'British Day' cocktail party attended by the Governor, the civic authorities and business representatives. In a short speech, which was warmly applauded, the Minister congratulated the City of Jönköping and the Elmia authorities on a most successful fair. He emphasized the advantages of promoting trade in both directions between the two countries, which, fostered as it was by common membership of EFTA could only go from strength to strength.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1425.

Pakistan International Fair

THE PAKISTAN International Fair which is to take place from March 5 to April 15, 1966 is, in part a trade fair, and nations trading with Pakistan are invited to organize national pavilions with a commercial basis. The Board of Trade is willing to organize a British pavilion, on commercial lines, if there is a demand for it from British firms exporting to Pakistan or hoping to do so. Preliminary inquiries in the United Kingdom indicate that few, if any, firms would wish to organize, from Britain, an exhibit at a fair which lasts for six weeks. There is however considerable interest among the representatives, associates, and agents of British firms in Pakistan; and the British High Commission (Commercial Division) in Karachi is ascertaining whether this interest is in fact sufficient to justify a British pavilion.

Any firm in the United Kingdom which is interested in this fair should get in touch with Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, London, S.W.1: Tel. Abbey 7877, extensions (for Pakistan International Fair inquiries) 2787 and 2785.

'Show Suffolk to the world' display

'To show Suffolk to the world' is the ambition of a group of young Suffolk exporters who organized a display at the Suffolk County Agricultural show at Ipswich on June 2 and 3. They are members of Suffolk's recently formed exporters' club which is now nearly 100 strong. This is the first time exporters have been officially represented in the 120 years' history of the show.

Mr. J. K. Smith of Ransomes, Sims and Jefferies Ltd., Ipswich, the secretary of the club commented 'this is our first big effort'. We hope next year to arrange a suffolk stand at an international exhibition in Europe.

Goods exhibited included grain, farm machinery, fabrics and garden furniture.

The chairman of the club is Mr. W. D. Akester of Ipswich.

The enterprise of the club was commended at a meeting on June 2 by the Eastern Regional Board for Industry where members were told that the club was holding regular meetings at which exchanges of information and assistance on export matters was a regular feature.

Sir Frank Roberts (left), the British Ambassador in Germany, is shown one of the new LAB 80 transcription record turntables during a visit to the Garrard Stand at the recent Hanover Fair. With him is Mr. H. L. Riseley, export sales manager for Garrard Engineering Limited, which last year sold over 70 per cent of its production directly overseas.

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In these days, when the development of overseas trade is so vital, this can mean a great deal to you. If you are trading, or wish to trade, abroad the Manager of the nearest of these branches will be available in his office—or in yours—to discuss the ways in which Barclays can help you. Appointments can be made through any of our branches, or direct.

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1

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British Mechanical Engineering Week in Prague

AN UNUSUAL export exercise was carried out successfully in Prague from June 7-11 by the British Mechanical Engineering Federation on behalf of 60 engineering companies and 12 trade associations. The week included an exhibition of technical literature at the Czech State Central Technical Library, a symposium and a programme of British engineering films. Two thousand engineers, scientists and technicians were invited individually by name and over 1,000 attended the exhibition, from all over Czechoslovakia.

The event was organized at the invitation of the Czech State Commision for the Development and Co-ordination of Science and Technology, and the Deputy Minister, Dr. Mrázek attended the opening ceremony at the Alcron Hotel on June 7.

Mr. Anthony Crosland, Secretary of State for Education and Science, visited the exhibition on June 9, while on an official visit to Prague. He expressed keen interest in this method of informing Czech engineers and designers of the equipment which the United Kingdom can supply.

The programme of 30 engineering films was very popular and the 100-seat cinema was packed out throughout the week. There is great interest in Czechoslovakia in engineering films and by request the films were left behind for a further week so that they could be shown at the Skoda works at Pilsen and at other engineering works.

The exhibition of technical literature will be repeated at the State Technical Libraries at Bratislava, Brno, Kosice and Ostrava and will thus be seen by a wide cross-section of Czech technologists.

There are signs of keen interest to buy British engineering plant and equipment, provided the design is up to date and the price right. The main interest is in sophisticated types of machinery, rather than simpler types. The fields in which the Czechs are showing most interest at present include: computers; chemical engineering equipment; mechanical handling equipment; road-making machinery; building and construction plant and equipment; system building techniques; building materials of all kinds; certain types of machinery for making glass and fine ceramics; and food machinery.

Mr. Anthony Crosland, Secretary of State for Education and Science (left) discussing a point with Mr. S. Black, the exhibition organizer.

It is always difficult to measure the results of an exercise like this – particularly as the interest aroused may lead to orders months or even years later – but the organizer of the week, Mr. S. Black, has brought back from Prague over 1,500 inquiry forms asking for further information about the companies taking part in the exhibition. If only a few of these lead to orders, the BMEF will be well satisfied with the results of the week.

Electrical Engineers (ASEE) Exhibition dinner

MR. DOUGLAS JAY, President of the Board of Trade, will be the guest of honour at the Electrical Engineers (ASEE) Exhibition dinner to mark the beginning of the publicity campaign inviting the world to see what is claimed to be the largest display of electrical equipment under one roof in March 1966. The dinner will be held in London on October 12, and the President of the Board of Trade will propose the toast to the Electrical Industry. The Earl of Kilmuir, president of the British Standards Institution, and chairman of the Plessey Group of Companies, will reply.

Mr. G. H. Parker, chairman of the exhibition, will propose the toast to the 1966 exhibition, and Lord Aldington, chairman of the General Electric Co. Ltd., will reply on behalf of all the exhibition exhibitors.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376.)

INTERNATIONAL

MEAT INDUSTRY SUPPLY EXHIBITION

I.F.F.A.

COLOGNE

Saturday, 10th July – Sunday, 18th July, 1965

The most important event of its kind specialising in slaughter house plant and equipment; meat processing plant and appliances; packing machines and handling equipment.

It will cover 538,000 sq. feet in 7 halls and, so far, firms from 10 different countries apart from Germany, have applied for space.

This is an International display of the meat world, and an event not to be missed.

Further information, passes (at the reduced U.K. price of 10s. 6d. *each) from*

Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. Tel: KEN 1700

British aerospace exhibits at Paris air show

By the Second Secretary (Commercial), British Embassy, Paris

THE 26TH SALON International de l'Aeronautique et de l'Espace held at Le Bourget airport, Paris, from June 10 to 21 was on a larger scale than ever before and is considered to be the most important international exhibition of its kind in the world. Fifteen nations were represented by 480 exhibitors of which more than 40 per cent were non-French. One hundred aircraft and helicopters were to be seen on the ground and 250 were engaged in the air displays. The exhibition covered an area of over a quarter million square feet.

Great Britain, France, the United States and Russia played the leading roles at the show. A centre piece of attraction in the Main Hall was the British Ministry of Aviation stand. Financed by the Board of Trade and artistically designed by the Central Office of Information, it projected Anglo-French co-operation on the Concord project – now well in its stride – as well as the British Automatic Landing system. The part played by the Ministry's scientists and engineers in the fundamental research into and the subsequent development of these two projects was illustrated with films, photographs, drawings and examples of equipment. On other stands British and French firms mounted comprehensive displays of their own technical contributions to the Concord, showing the closest harmony both at Governmental level and between the British Aircraft Corporation and Sud Aviation, who are building the aircraft, and Bristol Siddeley Engines Ltd. and SNECMA, who are producing the Olympus 593 engines.

In all 56 members of the Society of British Airospace Companies were represented at Le Bourget. They demonstrated British aeronautical achievements, particularly in the new fields of vertical take-off, air-cushion vehicles, automatic landing and supersonic flight. Every aspect of the British aeronautic industry was covered – electrical and electronic components, piping and ducting systems, search and rescue equipment, navigation equipment, under-carriages, flying controls, radar systems, in-flight refuelling systems, laminated and toughened safety glass – to mention but a few of the exhibits. Needless to say, British aero-engines were very prominent – jets, turbo-jets, prop-jets and rocket engines.

Britain also made a large contribution to the Static Aircraft Display. The Vulcan bomber with its Blue Steel stand-off weapon was most impressive. Also on view were a Lightning Mark 3 interceptor, the P.1127 Kestrel V/STOL tactical fighter, the HP 115 low-speed research aircraft, the HS 125 500 mph business jet, the Belfast strategic freighter, the Skyvan light transport, the Jet Provost trainer, the Dominie navigation trainer, a Scout, Wasp, Wessex 2 and 3 and Whirlwind 10 helicopters, as well as the SR-N2 Hovercraft.

The most exciting part of any air show is the flying display. This took part on the last two days. In this, too, Britain played a leading role. The Royal Air Force Flying School, Little Rissington, provided an aerobatic display with their Gnat trainers, as did No. 111 Squadron with their B.A.C. Lightning fighters. Also included in this display was a Victor 2 V-bomber, an Andover tactical assault STOL transport, the Super VC10, B.A.C. 1-11 and Herald airliners, the HP 115, HS 125 P.1127 and 5 Westland helicopters.

The 260,000 employees of the second largest aerospace industry in the Western world can be proud of their country's participation at this year's Paris Air Show. And Britain can be justly proud of them. They have a record achievement of 'firsts' in the world of flight-jet engines, radar, hovercraft, jet and turbo-prop airliners, the angled flight deck and the steam catapult; the list is a long one. Since the war they have earned for Britain more than £1,573 million and this year an export record of £180 million, apart from royalty payments on British equipment made under licence by third countries, is forecast. It is hoped that the impressive British participation at Paris will raise this figure.

Engineering display at Hong Kong British Week

A DISPLAY of British engineering equipment at the Ocean Terminal, Hong Kong, will complement the promotion of consumer goods in shops and stores during the British Week in Hong Kong from March 3-12, 1966. The display will run concurrently with the Week and will be organized by a local committee under the chairmanship of Professor Sean Mackey, president of the Engineering Society of Hong Kong.

The general theme of the engineering display will match that of the British Week – the presentation of current achievements of British industry to show that Britain can make and sell goods of all kinds that are equal to the best in the world.

It is expected that the widest possible range of products will be on show, including telephone cable and communications equipment.

Note: The first allocation of space in the British Engineering Display is provisionally scheduled for July 15. Interested firms should write to British Engineering Display, PO Box 528, Hong Kong. Further information about the British Week can be obtained from Mr. C. S. Stappard, Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, London, S.W.1, Tel. Abbey 7877, Ext. 2761.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*June* 4	*Sept.* 3
United Kingdom	*May* 7	*Aug.* 6
Outside Europe	*Apr.* 2	*July* 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. *(Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia:* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East:* 3558, *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on June 4 May 7 and April 2 respectively.

EUROPE

Amendment

The Board of Trade have been informed that the Elda International Footwear and Allied Industries Fair will now be held from September 11-19, 1965 and not September 1-9 as shown in the *Board of Trade Journal* of January 1, 1965 and subsequent issues.

Additions

PARIS: SALON DE LA NAVIGATION DE PLAISANCE – January 13-23, 1966.

* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

UTRECHT: INTERNATIONAL FOOD FAIR (ROKA), – April 25-29, 1966.

† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: SALON NAUTIQUE INERNATIONAL DE PLAISANCE – May 18-30, 1966.

* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 5-13, 1966.

† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

CHARLEROI: TECHNICAL EXHIBITION – September 16-25, 1966.

† Weigel Leygonie and Co. Ltd., 21/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

UNITED KINGDOM

Amendment

The Board of Trade have been informed that the International Confectionery and Allied Trades Exhibition has been postponed until March 28-April 1, 1966 and will be held at Belle Vue, Manchester. The event will be known as the Confectionery Trades Exhibition.

OUTSIDE EUROPE

Amendment

The Board of Trade have been informed that Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951) have been appointed United Kingdom Agents for The Design Engineering Show and the Plant Engineering and Maintenance Show.

Additions

LOS ANGELES: SOUTHERN CALIFORNIA BOAT SHOW – February 18-27, 1966. At Pan Pacific Auditorium.

* Apply, Southern California Marine Association Inc., 630 South Kenmore Avenue, Los Angeles 5, California.

OSAKA: OSAKA INTERNATIONAL TRADE FAIR – April 9-29, 1966.

† Apply, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka, Japan.

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 25-28, 1966. At New York Coliseum.

* Apply Clapp and Poliak Inc., 341 Madison Avenue, New York, N.Y. 10017.

SAN FRANCISCO: WORLD TRADE FAIR – May 12-22, 1966. At the Civic Auditorium, Brooks Hall.

Agran Displays Ltd., 15 Trinity Square, London, E.C.3. (Tel. Royal 6666).

SYDNEY: INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – August 15-19, 1966. At the R.A.S. Showground.

† Apply, Industrial Public Relations Services Pty. Ltd., Sydney, N.S.W.

OSAKA: 3RD JAPAN INTERNATIONAL MACHINE TOOL FAIR (JIMTOF) – October 15-26, 1966.

† Apply, Osaka International Trade Fair Commission, Honmachibashi Higashi-ku, Osaka, Japan.

Overseas Trade and Exports

The Italian market for British foodstuffs

Probably the largest assortment of Scotch whisky and British food ever gathered under Italian tiles was shown to the wholesalers and shopkeepers of Milan at a Commodity Display held on June 10 and 11 in preparation for the British Week next October. Over 120 British manufacturers were represented at the display, either by their agents or by representatives specially sent out for the occasion. The range of products on display was extremely wide – from liqueur whiskies and exotic soups to biscuits, jams, teas and dog food.

Certainly both buyers and exhibitors have been satisfied by the food and drink samples display. Particularly pleased were those British manufacturers who had come out especially from home. They have been able to sell directly to the supermarkets, whose buyers visited the show, and to gauge the measure of Italian and foreign competition. All were optimistic.

There is no doubt that this display has impressed Milanese shopkeepers with the range of food and drink which Britain can provide. The British Week office took great care to invite a large number of grocers, bar owners, and wholesalers, and a gratifyingly large proportion of those invited actually visited the show.

Italian agents of British firms have also been impressed by the effort which is going into the British Week. The examples of shop window display material which the British Week office is providing have been generally admired. Plans and prizes for the shop window display competition being organized by the British Chamber of Commerce for Italy are being widely discussed by retailers, and there is a general conviction that the Milan British Week will be the biggest yet. In the following article James S. Rooke, Commercial Counsellor of the British Embassy, describes the food trade prospects in detail.

THE ITALIAN is renowned as a great consumer of spaghetti and macaroni, but his fame may now be fleeting. Steeply-climbing incomes over the last few years (over a recent ten-year period per capita annual income in Italy rose two-and-a-half times) have opened up new gastronomic vistas and Italian eating habits are changing rapidly. Until recently, the Italian family was spending on food nearly five lire out of every ten; whilst economic forecasts expect that by 1970 expenditure of this kind will account for no more than four lire out of ten, this figure should be set against an expected 50 per cent increase in total family expenditure. Although the food item will thus figure less prominently in the family budget, the overall amount of money spent on foodstuffs will be greater than ever before. The trend towards foodstuffs with a higher protein and vitamin content, already well-marked, is likely to emerge even more strongly. The consumption of pasta is expected to remain static, but by 1970, as compared with 1960, the forecast is for a 38 per cent increase in the consumption of vegetables and fruit, 30 per cent in meat, fish and eggs, 40 per cent in beverages (more non-alcoholic than alcoholic, however) and 38 per cent in 'other foods'. In short, the pattern of the Italian diet is moving ever more closely towards that of other European peoples as the gap closes between the two standards of living; at the same time, the Italian diet is likely to become increasingly standardized, though changing more slowly in the south.

It is the last item on the above list – 'other foods' – which should be of interest to the British exporter. The rising standard of living has brought with it a taste for experiment and variety and a consequent demand for imported products. Before 1960, Italy was still a net exporter of foodstuffs, but over the last few years she has become a net importer. In 1963 imports of biscuits were nearly twice as high as in 1962; jams were up by over 40 per cent; confectionery by 27 per cent; and sauces by 38 per cent. Lack of domestic help and an increasing tendency in the north for wives, as well as daughters, to take jobs points to a growing market for quickly-prepared, and especially frozen foods; as yet Italian consumption of deep-frozen foods is less than one-sixtieth of that in Britain. So far as British exports are concerned, the change which higher earnings have worked in the pattern of living and eating should stimulate the demand for biscuits, jams, marmalades, sauces, pickles, spices, soups, tinned fish and meats.

But whilst the Italian market for our speciality foodstuffs is growing rapidly, it poses some problems for the seller. It is highly competitive, with a strong domestic industry and well-entrenched foreign suppliers. There are more than 180 Italian confectionery manufacturers, for instance, most of them small firms, but including such giants as Motta, Alemagna and Pavesi, who have interests in the food industry as a whole and control their own retail outlets and restaurants. There are some 300 manufacturers of jams, whose output is sufficient to meet the domestic demand for quantity, but not for quality. Production of biscuits rose from 150,000 tons in 1961 to 180,000 tons in 1963; and of jams from 50,000 to 55,000 tons. France and the Netherlands are well ahead of Britain as suppliers of biscuits – we still hold no more than 16 per cent of the market, although our exports have more than quadrupled in the last three years. Australia holds about 50 per cent of the market for imported jams, followed by ourselves with 14 per cent, Germany with 7 per cent, Switzerland and South Africa with 6 per cent each. The Netherlands are the leading suppliers of confectionery with about 25 per cent of the market, followed by France, Switzerland and the United Kingdom, our share being about 10 per cent. Only West Germany is shown as a substantial supplier of sauces.

The alignment of Italian duties on those of the Common External Tariff will on the whole involve slight increases. The tariff disadvantage at which we find ourselves in relation both to Italian industry and to our Common Market competitors will thus be even more strongly marked when internal tariffs with the EEC finally disappear. Another hurdle which many British manufacturers are finding particularly difficult to surmount is the Italian food regulations. These govern the use of additives and colouring substances and usually require the permitted ingredients to be clearly stated on the label. Again, however, this is an obstacle which we shall ultimately have to face in our sales to the EEC as a whole if, as seems likely, uniform regulations are adopted for all member countries.

Traditionally British speciality foodstuffs have been sold hitherto through the small high-class grocer or drug-store. But the growth of a mass market for such products has opened up new retail outlets – the chain-stores, which now have almost 300 branches throughout the country, and the supermarkets, with well over 400 branches. The ordinary retailer will not carry large stocks and selling to him is the job of a wholesaler/agent delivering from stock to meet the competition from the many domestic manufacturers who operate warehouses in the main centres. Supermarkets and chain-stores invariably prefer to deal directly with the manufacturer. Their mark-ups are lower, often 20 per cent or less as

compared with a profit of nearer 30 per cent expected by the ordinary retailer. The resultant discrepancy in the over-the-counter price may make it difficult to use both types of outlet in areas served by both.

The biggest market is, of course, still Northern Italy with its higher purchasing power and greater receptiveness to innovations from without. The south is traditionally more conservative and less able as yet to afford the costlier import. But developments here are worth watching. Rapid industrialization is stepping up purchasing power and the increasing use of mass advertising media, together with the spread of the supermarket, etc., is rapidly bringing buying habits into line with those of the rest of Italy. The writer was surprised to find that a leading department store had successfully launched a line of British sauces onto the market in the Sicilian provincial centre of Catania.

Italy, then, is a promising market for our foodstuffs, not only because of fast-growing purchasing power, but also because, unlike other more sophisticated markets of Western Europe, it can still offer the exporter large tracts of virgin sales territory where our products are still virtually unknown. Our problem is twofold – to introduce new products into the market and to secure a wider distribution for those products already well-established in certain areas. The solution can only lie in sales promotion devices. Self-service and impulse buying are now well-established in Italy and packaging must therefore sell the product. Full advantage should be taken of the normal advertising channels – women's weeklies, radio and TV – but trade fairs should not be neglected. Provincial fairs usually attract a large and curious public and over-the-counter sampling and sales at such events are often a most effective means of familiarizing the customer with a new product. For the same reason, special promotions mounted by individual stores deserve every support. The British Week, which is to be held in Milan from October 9-17 this year, offers a unique opportunity for this kind of promotion. British restaurants, pubs and tea-rooms will enable the Italian consumer to sample the full range of British foods; but they will need the full backing of well-stocked windows and shelves in the shops.

Short market surveys on jams and biscuits appeared in the special Italian Supplement to the Export Service Bulletin No. 216/64 on November 2 last year.

British giftware industry visit Canada

THE FIRST mission to take advantage of Government sponsorship through the joint venture scheme administered by the British National Exports Council arrived in Montreal on May 27, on the start of a sales promotion campaign that was to take them to the larger populations in Canada and the United States – Montreal, Toronto, Vancouver, San Francisco, Dallas, Chicago and New York.

The mission, organized by Mr. Malcolm Lamb, of Lamb, Ruck Keene Partners and led by Mr. Elkan Simons, chairman of the Export Council for the gifts industry, consisted of eight firms offering a range of giftware, including decorative pewter, costume and fashion jewellery, leatherware, table mats, trays, tea trollies, decorative brassware, contemporary light fittings and fine cutlery and tableware. The object of the mission was to enable Canadians to see a small cross-section of British quality products and for members of the mission to obtain a clearer idea than has been previously possible of prices, delivery terms and the state of the market generally.

The British Canadian Trade Association were responsible for all the arrangements made for the mission in Canada, including provision of exhibition space for samples display in their recently acquired showrooms in Montreal and Toronto. This space was provided free of charge by the Association, as it will continue to be for any British firm or group of firms wishing to avail themselves of the facilities. The British Government services in Canada co-operated in helping to contact agents, importers, store buyers, wholesalers and retailers and in securing wide coverage in the press, on radio and television. As a result of these various efforts it is estimated that at least 250 potentially interested trade visitors attended the sample displays in Canada and that firm orders were placed for $50,000 worth of giftware items, with a further expectancy of $300,000 to follow in the next twelve months.

The response was enthusiastic and surprise was expressed by Canadian visitors at the fine quality of the products offered. They appreciated the opportunity to examine samples rather than having to rely on illustrations in catalogues – the usual technique employed when selling at a distance. As evidence of the success of the mission, the leader is reported as having said that while the selection of British giftwares displayed in Canada on this occasion is a relatively small one, it is the intention of the industry to return to Canada with 'an ever-widening range of the best range of the best British gifts'.

Interested buyers examine some of the jewellery on display in Montreal.

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TRADE AND FINANCIAL ARRANGEMENTS

Turkey and Pakistan

A TRADE AGREEMENT between Turkey and Pakistan was signed in Ankara on December 18, 1964 and published in the Turkish *Official Gazette* on May 24, 1965 following its approval by the Turkish Council of Ministers. The agreement is valid for one year from the date of its signature, and thereafter will be automatically renewed for periods of one year unless notice of termination in writing is given by either Government three months prior to the expiry of the agreement.

According to the agreement exchanges of goods between Turkey and Pakistan will be effected in accordance with the general import and export regulations in force in each country, and all payments and charges in connection with the import and export of goods will be made in sterling or any other convertible currency agreed upon by the two countries.

A translation into English of the agreement may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468 and 469).

Israel and Turkey

IT WAS ANNOUNCED in the Turkish *Official Gazette* dated May 15, 1965 that a protocol supplementing the Trade Agreement of March 18, 1960 was signed in Ankara on March 15, 1965 for the year commencing April 1, 1965.

Under this protocol the main quotas for Israel's exports to Turkey will be chemical and pharmaceutical products, fertilizers, natural and artificial resins and plastic materials, rubber tyres, man-made fibres, iron, steel and aluminium products, machinery and electrical equipment.

In return Turkey's main quotas for export to Israel will be tobacco, cotton and cotton goods, dried fruit and nuts, sugar, agricultural products, iron and chrome ore, boracite and petroleum products.

Detailed information on the quotas is available.

All inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Hungary and Turkey

IT WAS ANNOUNCED in the official *Turkish Gazette* dated May 11, 1965, that a protocol supplementing the Trade and Payments Agreements of May 12, 1949, was signed in Ankara on March 26, 1965, for the year commencing April 1, 1965.

Under this protocol the main quotas for Hungary's exports to Turkey will be chemical and pharmaceutical products, fertilizers, printing inks, photographic materials, man-made fibres, iron and steel products, aluminium plates, sheets and strips, machinery and machine tools and electrical equipment.

In return Turkey's main quotas for export to Hungary will be dried fruits, nuts, citrus fruit, tobacco, oil cakes, fish oil, boracite, chrome ore, cotton, cotton piece goods and yarn, silk cocoons and attar of roses.

Detailed information on the quotas is available.

All inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450).

Tunisia and Libya

THE TUNISIAN *Journal Officiel* of May 21-25 announced the renewal, for a further year from July 1, of the trade agreement of 1961 between Tunisia and Libya. Quotas under the agreement remain unchanged from previous years.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4.

Benelux and Poland

A RECENT NETHERLANDS *Economische Voorlichting* contains quota lists covering trade between the Benelux countries and Poland for 1965 established under a Supplementary Protocol, *initialled* on January 26, to the three-year Trade Agreement signed in 1963.

Polish exports to Benelux will include animal feeding stuffs, seeds for sowing, pharmaceuticals and chemicals, building materials, textiles, products of the metallurgical, mechanical and electrical industries, transport material, and toys.

Benelux exports to Poland will include seeds, essential oils, gelatin, sensitized products for photography, etc., pharmaceuticals and chemicals, wool, electrolytic copper, semi-manufactures of copper or of other non-ferrous metals, and products of the metallurgical, mechanical and electrical industries.

The text of the above-mentioned quota lists (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Algeria and Niger

THE ALGERIAN *Journal Officiel* of May 21, announced the signing on June 3, 1964, of a trade agreement between Algeria and Niger. The agreement will take effect after the necessary formalities have been completed. It will be valid for one year in the first instance, but thereafter will be renewed tacitly from year to year until it is denounced.

Algerian exports to Niger will include, *inter alia*, petroleum products, natural gas and derivatives, citrus fruits, wines, fruit and vegetables and preserves, cork, textiles and yarns, tyres, minerals, tractors and other equipment. Niger's exports to Algeria in return include peanuts, meat, smoked fish, cotton, vegetables and henna. No quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Cyprus and Poland

THE GOVERNMENT of Cyprus and the Government of Poland recently signed a protocol providing for Poland to export to Cyprus, during the year 1965-66, machines, transport equipment, electric motors and apparatus, diesel engines, medical and optical instruments, products of the furniture industry, industrial consumer goods, chemicals and pharmaceutical products, textiles and certain foodstuffs. Polish imports from Cyprus will include raw hides, wool, citrus fruit, asbestos, grain and other items unspecified. The total value of the trade exchange envisaged amounts to US $2.7 million (£964,000).

Federal Republic of Germany and Republic of Guinea

THE FEDERAL MINISTRY of Foreign Affairs has announced the signature in Bonn of a capital aid agreement between the Federal Republic of Germany and the Republic of Guinea under which Germany is to make available loans of up to DM 30 million for the modernization of the Guinean Railways.

Tunisia and Austria

THE TUNISIAN *Journal Officiel* of May 28 announced the renewal, for a further year from May 1 of the trade agreement of 1961 between Tunisia and Austria. There are a few slight changes in quotas under the agreement compared with previous years.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Rumania

THE MINISTER OF TRADE in a circular of March 18, announced that it had been decided to extend until December 31, 1965, the validity of the quotas established in the Protocol to the Trade Agreement signed in Rome on June 5, 1964.

The Italian text of the lists can be seen at Export Services Branch, Board of Trade (Tariff Section), Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450). Reference CRE 3579G.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

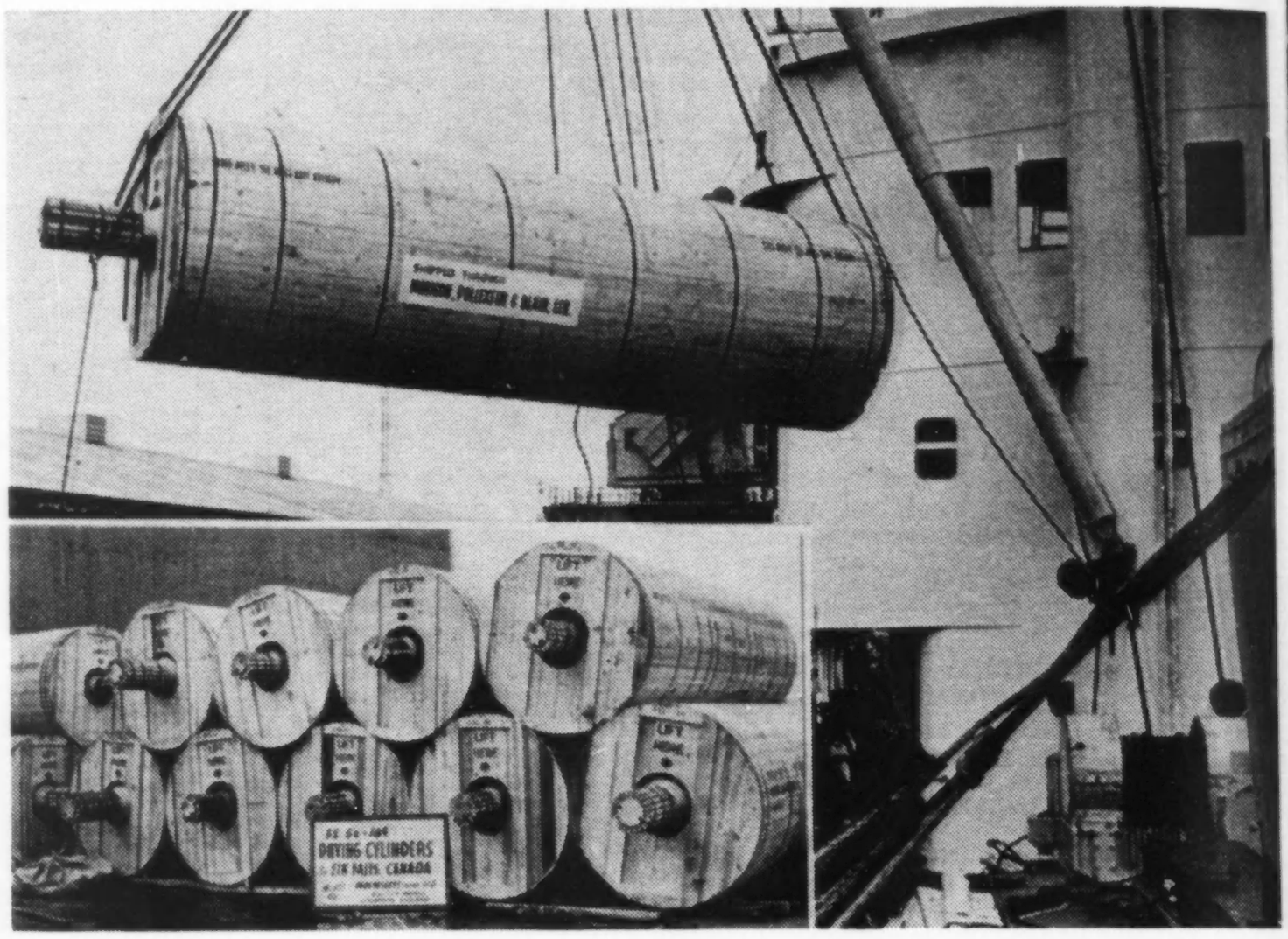
The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.



Loading what is believed to be the largest single shipment of papermaking machinery ever to leave a British port into the 'Canadian Star' at Glasgow, early in June. The shipment consisted of 55 drying cylinders totalling nearly 500 tons in weight and each measuring 5-feet in diameter and 184-ins, on face. The cylinders were completely manufactured at the Bolton Works of Walmsleys (Bury) Limited for a new paper machine at Elk Falls, Canada. It is the third large contract Walmsleys have completed for paper mills in Canada in the past twelve months. The other two contracts comprised large newsprint machines for Canada's newest paper mills.

ARGENTINE

(119/65) Coin Minting Blanks for Argentine Central Bank. July 21. E.S.B. 21547/65.

(119/65) Printing Machines for Direccion General de Suministros del Estado. July 20. E.S.B. 21570/65.

AUSTRALIA

(119/65) Unloaders for Maritime Services Board of New South Wales. August 23. E.S.B. 21574/65.

(116/65) Transformers for Capricornia Regional Electricity Board. July 21. E.S.B. 21044/65.*

(116/65) Switchgear for Cairns Regional Electricity Board. July 14. E.S.B. 21047/65.*

(118/65) Valves for Metropolitan Water Sewerage and Drainage Board. (Further Information.) E.S.B. 20884/65.*

(118/65) Control Valves for Engineering and Water Supply Department, Adelaide. August 5. E.S.B. 21277/65.

Gladstone Town Council:

(116/65) Constructional Work. July 23. E.S.B. 21053/65.

(118/65) Pumping Equipment. July 23. E.S.B. 21042/65.

(118/65) Gas Chlorination Plant. July 9. E.S.B. 21043/65.

Department of Works, Darwin:

(120/65) Equipment for Hospital Development. July 26. E.S.B. 21840/65.

(120/65) Equipment for Hospital Development. July 26. E.S.B. 21841/65.

BURMA

(116/65) Batteries for Director of Procurements. July 15. E.S.B. 21099/65.*

(119/65) Consultancy Services for New Power Stations for Electricity Supply Board. (Further Information.) Closing date postponed to July 31. E.S.B. 18783/65.*

People's Stores Corporation:

(118/65) Rock Drill and Dumpers. July 20. E.S.B. 21241/65.*

(118/65) Concrete Vibrators; Pile Driven Hammers. July 22. E.S.B. 21242/65.*

(118/65) Umbrella Parts. July 30. E.S.B. 21258/65.*

(120/65) Water Tank. July 28. E.S.B. 21844/65.*

Defence Department:

(118/65) Furnaces. July 15. E.S.B. 21243/65.*

(118/65) Office Requisites. July 30. E.S.B. 21244/65.*

CANADA

(120/65) Circuit Breakers for British Columbia Hydro and Power Authority. August 31. E.S.B. 22107/65.

Technical Advisory and Co-ordinating Committee:

(120/65) Locomotives. July 20. E.S.B. 21836/65.*

(120/65) Coaches. July 20. E.S.B. 21835/65.*

CEYLON

(120/65) Laboratory Equipment for Colombo Municipal Council. (Further Information.) Tender documents now available. E.S.B. 20868/65.*

(118/65) Fencing Machine for Ceylon Steel Corporation. August 31. E.S.B. 21507/65.

(119/65) Textile Dyes and Chemicals for Ministry of Home Affairs. July 20. E.S.B. 21810/65.

(118/65) Additives for Ceylon Petroleum Corporation. July 31. E.S.B. 21508/65.*

COLOMBIA

(116/65) Lighting Installations for Empresa Colombiana de Aerodromos. (Further Information.) Specifications and drawings now available. E.S.B. 20713/65.*

(118/65) Generator for La Industria Licorera de Caldas. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 20885/65.*

COSTA RICA

(120/65) Vehicle Spare Parts for La Proveeduria Nacional Economía y Hacienda. July 7. Tender docu-

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The world's largest mural, 200 ft. x 50 ft., painted by Stefan Knapp on glass fused to steel, weighing 52 tons and consisting of 280 panels each 8 ft. x 4 ft., had to be packed in England and delivered to a department store in Paramus, New Jersey, U.S.A. It was housed in specially reinforced and padded cases, shipped by ss *Maronia* and delivered to the store by road. It took a crew of six men about one month to hang the mural on the exterior wall of the store, as compared with only seven days to pack and transport it. An individual operation certainly, but the same meticulous care is given to all the recurrent exports which are handled by the Export Packing Division of Lloyd's Packing Warehouses Group of Companies.

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ments (in Spanish) available. E.S.B. 21853/65.*
(120/65) Drilling Equipment for El Instituto Costarricense de Electricidad. July 8. Tender documents (in Spanish) available. E.S.B. 21831/65.*
(118/65) Surgical Equipment for La Seccion de Proveeduria de la Caja Costarricense de Seguro Social. July 5. Tender documents (in Spanish) available. E.S.B. 21079/65.*
Servicio Nacional de Acueductos y Alcantarillados:
(120/65) Pump Equipment. July 9. E.S.B. 21837/65.*
(120/65) Water Tanks. July 13. E.S.B. 21843/65.*

EGYPT

(119/65) Steel for Egyptian Railways. July 8. E.S.B. 21516/65.
(118/65) Raw Materials for El Nasr Steel Pipes and Fittings Co.. July 15. E.S.B. 21269/65.

FORMOSA

Central Trust of China:
(120/65) Valves. July 12. E.S.B. 21864/65.*
(120/65) Temperature Recorder. July 13. E.S.B. 21865/65.*
(120/65) Measuring Equipment. July 14. E.S.B. 21900/65.*
(120/65) Frequency Relay. July 14. E.S.B. 21888/65.*
(115/65) Steel Rails. July 10. E.S.B. 21022/65.*
(116/65) Steel Plates. July 7. E.S.B. 21018/65.*
(116/65) Magnesite Brick. July 9. E.S.B. 21023/65.*
(116/65) Steel Plate. July 9. E.S.B. 21024/65.*
(115/65) Oscillograph. July 10. E.S.B. 21020/65.*
(115/65) Steel Valves. July 9. E.S.B. 21021/65.*
(115/65) Steel Plate. July 10. E.S.B. 21017/65.*
(115/65) Brake Linings. July 9. E.S.B. 20858/65.*
(115/65) Diesel Spare Parts. July 8. E.S.B. 20857/65.*
(119/65) Air Blower; Fans; Pumps. July 16. E.S.B. 21028/65.*
(119/65) Carbaryl. July 7. E.S.B. 21541/65.*
(119/65) Pipes, Tubes and Fittings. July 19. E.S.B. 21027/65.*
(119/65) Steel Specials. July 7. E.S.. 21029/65.*
(119/65) Telephone Equipment. July 8. E.S.B. 21528/65.*
(119/65) Pump. July 7. E.S.B. 21530/65.*
(115/65) Tyres and Tubes. July 8. E.S.B. 20855/65.*
(115/65) Yarder. July 8. E.S.B. 20854/65.*
(120/65) Electrical Equipment. July 14. E.S.B. 21887/65.*
(120/65) Rotating Standards and Industrial Analyzer. July 13. E.S.B. 22137/65.*
(120/65) Chlorinator. July 7. E.S.B. 22140/65.*
(120/65) Transformers and Watthour Meter. July 13. E.S.B. 22138/65.*
(120/65) Vanillin. July 17. E.S.B. 22115/65.*
(120/65) Boiler Tubes. July 12. E.S.B. 22114/65.*
(120/65) Testing Instruments. July 13. E.S.B. 21891/65.*
(120/65) Cement; Pump. July 14. E.S.B. 21890/65.*

FRANCE

(115/65) Mattresses for Headquarters SHAPE, Paris. July 8. E.S.B. 21019/65.*

GREECE

Institute of Social Insurance:
(119/65) X-Ray Diagnostic Machinery. July 20. E.S.B. 21572/65.*
(118/65) Calculating Machines. July 15. E.S.B. 21527/65.*
(118/65) Laboratory Materials. July 15. E.S.B. 21526/65.*
Ministry of Trade:
(116/65) Machine Tools. July 17. E.S.B. 20898/65.*
(120/65) Hydrological Instruments. July 7. E.S.B. 21859/65.*

HONG KONG

(120/65) Pipes and Fittings for Controller of Stores. July 9. E.S.B. 21861/65.*

INDIA

(118/65) Rubber Strips and Adhesives for Hindustan Shipyard Ltd. July 26. E.S.B. 21257/65.
(119/65) Contractors' Plant for Mechanical Circle, Srisailam Project. July 22. E.S.B. 21557/65.
(120/65) Harbour Construction for Ministry of Transport. (Further Information.) Closing date not known. E.S.B. 37706/65.*
(118/65) Generator for Indian Posts and Telegraphs Department. (Further Information.) Tender documents now available. E.S.B. 19961/65.*
(120/65) Emergency Gates for Yamuna Hydro-Electric Scheme. September 15. E.S.B. 21552/65.
(120/65) Teleprinter Equipment for Hindustan Teleprinters Ltd. July 20. E.S.B. 21857/65.*
(118/65) Insulators and Pins for Kerala State Electricity Board. July 20. E.S.B. 21256/65.
(119/65) Micro-Hydel Units for Punjab State Electricity Board. July 26. E.S.B. 21549/65.
(119/65) Induction Heating Plant for Hydel Designs Directorate. (Further Information.) Tender documents now available. E.S.B. 19653/65.*
(119/65) Switchgear for Delhi Electric Supply Undertaking. (Further Information.) Bids will be accepted only from indigenous sources. E.S.B. 19966/65.
(119/65) Centrifugal Pumps for Atomic Energy Establishment, Trombay. July 9. E.S.B. 21275/65.*
Director-General of Supplies and Disposals:
(119/65) Zinc Sheets. July 23. E.S.B. 21539/65.*
(119/65) Profile Projector. August 3. E.S.B. 21544/65.*
(120/65) Diesel Hammer. July 19. E.S.B. 21803/65.
(119/65) Loader Excavator. July 14. E.S.B. 21550/65.*
(115/65) Zinc Sheets. July 23. E.S.B. 20872/65.
(120/65) Copper Round. July 28. E.S.B. 21862/65.*
(119/65) Testing Machine. (Further Information.) E.S.B. 19969/65.
(119/65) Testing Equipment. July 16. E.S.B. 21538/65.*
(116/65) Boring Machine. (Further Information.) This tender will be obtained from indigenous sources only. E.S.B. 20784/65.*
UP State Electricity Board:
(119/65) Batteries. July 7. E.S.B. 21551/65.
(119/65) Switchgear. (Further Information.) Tender documents now available. E.S.B. 19959/65.*
Beas Purchase Organization:
(115/65) Metals. August 31. E.S.B. 20820/65.
(115/65) Cable. July 9. E.S.B. 20819/65.
(115/65) Circuit Breakers. July 12. E.S.B. 20817/65.
(115/65) Multimeters. July 19. E.S.B. 20816/65.
(115/65) Auto Bulbs. July 16. E.S.B. 20818/65.
(119/65 Pumps. (Further Information.) This project will be financed by the International Bank. E.S.B. 15905/65.*
(120/65) Conveyor Belts. July 21. E.S.B. 21560/65.
(120/65) Surveyors' Levels. August 9. E.S.B. 21561/65.
(120/65) Threading Machine. August 4. E.S.B. 21553/65.
(120/65) Tyres and Tubes. July 23. E.S.B. 21569/65.
(120/65) Time Switches. August 11. E.S.B. 21566/65.
(120/65) Skill Saws and Blades. July 14. E.S.B. 21562/65.
(120/65) Hand Taps. July 7. E.S.B. 21563/65.
(120/65) Pump Equipment. August 2. E.S.B. 21564/65
(120/65) Optical Equipment. August 9. E.S.B. 21568/65.

IRAN

(116/65) Chemical for Iranian Factories Corporation. (Further Information.) E.S.B. 20464/65.
(116/65) Line Measuring Instruments for Ministry of PTT. (Further Information.) Closing date postponed to August 15. E.S.B. 9256/65.*
Iranian State Railways:
(119/65) Railway Equipment. August 30. E.S.B. 21559/65.*
(119/65) Railway Equipment. September 1. E.S.B. 21558/65.*

IRAQ

(118/65) Chemicals for Ministry of Oil. July 17. E.S.B. 21229/65.
(118/65) Gas Cylinders for Gas Distribution Administation. July 15. E.S.B. 21094/65.*
(116/65) Chemicals for Dairy Administration. (Further Information.) Tender documents now available. E.S.B. 17065/65.*
(116/65) Prison Construction for Ministry of Works and Housing. (Further Information.) Closing date postponed to July 15. E.S.B. 7648/65.
Ministry of Health:
(116/65) Towels. (Further Information.) Tender documents now available. E.S.B. 19999/65.*
(116/65) Mattresses. (Further Information.) Tender documents now available. E.S.B. 19998/65.*
Iraqi Ports Administration, Basrah:
(116/65) M.S. Angle. July 8. E.S.B. 21052/65.
(116/65) Electrical Equipment. (Further Information.) List of requirements now available. E.S.B. 20209/65.*
(116/65) Chemicals. July 8. E.S.B. 21055/65.
(118/65) Paints. July 8. E.S.B. 21068/65.
(116/65) Air Compressor Plants. (Further Information.) Tender documents now available. E.S.B. 20210/65.*
Iraq Stores Co.:
(118/65) Laboratory Apparatus. August 25. E.S.B. 21223/65.
(118/65) Medical and Surgical Instruments. August 16. E.S.B. 21224/65.
(118/65) Medical and Surgical Instruments. August 1. E.S.B. 21227/65.
Ministry of Defence:
(118/65) Miscellaneous Equipment. July 24. E.S.B. 21057/65.
(118/65) Paints, Trailer; Vehicle. July 24. E.S.B. 21058/65.
(118/65) Miscellaneous Equipment. July 24. E.S.B. 21061/65.
(118/65) Miscellaneous Equipment. July 24. E.S.B. 21062/65.
(118/65) Miscellaneous Equipment. July 24. E.S.B. 21063/65.
(118/65) Factory Equipment. July 27. E.S.B. 21066/65.
(116/65) Welding Sets. July 27. E.S.B. 21065/65.
(116/65) Sewing Machines. July 27. E.S.B. 21067/65.
(118/65) Mobile Clinic. July 24. E.S.B. 21093/65.*
(118/65) Blocks for Wire Ropes. July 24. E.S.B. 21060/65.
(118/65) Radio Equipment. July 31. E.S.B. 21056/65.

IRISH REPUBLIC

(120/65) Water Tower Construction for Charlestown Water Supply Scheme. July 30. E.S.B. 21858/65.

ITALY

(120/65) NATO Infrastructure Contract. Building of Pier for Italian Government. Apply by July 15. G.D. 919/65.

KOREA

(119/65) Tissue Paper Making Plant for Office of Supply. July 30. E.S.B. 21273/65/D.L.F.*

KUWAIT

(119/65) Constructional Project for Ministry of Public Works. July 17. E.S.B. 21282/65.

Ministry of Electricity and Water:
(119/65) Chlorine, Valves, etc. July 15. E.S.B. 21801/65.*
(119/65) Paint and Varnish. July 15. E.S.B. 21805/65.*

LUXEMBOURG

(115/65) Transformers for Service de l'Electricite de l'Etat. July 9. E.S.B. 20886/65.*

MALAYSIA

(118/65) Structural Steelwork for Port of Singapore Authority. (Further Information.) Tender documents now available. E.S.B. 20785/65.*

NEW ZEALAND

(116/65) Stationers' and Office Sundries for Government Printing Office. July 12. E.S.B. 21222/65.*
Ministry of Works:
(120/65) Textiles. July 16. E.S.B. 21855/65.*
(119/65) Cotton Whipcord. July 8. E.S.B. 21597/65.*
(119/65) Towelling. July 22. E.S.B. 21598/65.*
(120/65) Textiles. July 28. E.S.B. 21851/65.*
General Post Office:
(116/65) Surveyors' Equipment. July 15. E.S.B. 21219/65.*
(118/65) Capacitors. July 13. E.S.B. 21221/65.*
(118/65) Hydrometers and Thermometers. July 14. E.S.B. 21233/65.*
(118/65) Radio Valves and Lamps. July 14. E.S.B. 21232/65.*
(118/65) Testing Instruments. July 19. E.S.B. 21220/65.*
(119/65) Testing and Measuring Instruments. July 19. E.S.B. 21596/65.*
(118/65) Measuring Instruments. July 9. E.S.B. 21524/65.*
(118/65) Noise Test Set. July 15. E.S.B. 21234/65.*

PAKISTAN

(119/65) Dredging Project for Karachi Port Trust. August 9. E.S.B. 21522/65.
(118/65) Cement Plant Extension for WP Industrial Development Corporation. (Further Information.) Closing date postponed to July 31. E.S.B. 592/65.*
Directorate of Supply, Dacca.
(116/65) Scientific and Laboratory Equipment. July 29. E.S.B. 21216/65.
(116/65) Scientific and Laboratory Equipment. July 21. E.S.B. 21217/65.

PAPUA

(118/65) Transformers for Papua and New Guinea Electricity Commission. August 3. E.S.B. 21231/65.*

(Continued on next page)

Ernest Scragg & Sons Ltd., Macclesfield, have just completed their first air-lift delivery service of machines for export. The picture shows the first batch of textile machines destined for Germany via Zurich being unloaded at Manchester Airport in a BEA Argosy freighter. Air-lift delivery means that the machines arrive at the mill within 48 hours from leaving the plant and the customer saves as much as eight days' production time.

RHODESIA

(115/65) Ambuiance for Bulawayo City Council. July 7. E.S.B. 20201/65.*
(118/65) Telephone Equipment for Stores and Transport Department. September 9. E.S.B. 21259/65.
(118/65) Cables for Government Tender Board. July 15. E.S.B. 21251/65.*

SAUDI ARABIA

(119/65) Pharmaceuticals for Ministry of Health. September 22. E.S.B. 21582/65.

SOUTH AFRICA

(120/65) Culvert Piping for Tender Advisory Board, Natal. July 7. E.S.B. 21878/65.*
Cape Provincial Tender Board:
(120/65) Textiles. July 9. E.S.B. 21580/65.*
(120/65) Garden Tools. July 16. E.S.B. 21581/65.*
(119/65) Rulers. July 13. E.S.B. 21577/65.*
(119/65) Industrial Washing Machine. July 16, E.S.B. 21578/65.*
(119/65) Wire. July 9. E.S.B. 21579/65.*
State Tender Board:
(115/65) Power Plants. July 8. E.S.B. 21012/65.*
(116/65) Oven. July 9. E.S.B. 21004/65.*
(116/65) Ultracentrifuge. July 14. E.S.B. 21207/65.*
(120/65) Meteorological Balloons. July 19. E.S.B. 21870/65.*

SPAIN

(120/65) Constructional Project for Ministry of Public Works. July 17. E.S.B. 21847/65.
(118/65) Track and Canal Works for Junta de Obras y Servicios del Puerto de Malaga. July 15. E.S.B. 21254/65.
Ministerio del Aire:
(116/65) Civil Engineering Project. July 27. E.S.B. 21239/65.
(120/65) Radio Beacon; Agricultural Machinery; Generating Sets. July 7, 9 and 14. E.S.B. 21874/65.

SUDAN

(120/65) Steel Pipes for Land Use, Rural and Water Development. July 20. E.S.B. 21877/65.*
(118/65) Pump Equipment for Ministry of Works. July 28. E.S.B. 21505/65.*

SYRIA

(120/65) Sound Equipment for National Film Organization. July 25. E.S.B. 21875/65.*

TANZANIA

(116/65) Road Construction Project for Ministry of Communications and Works. July 9. E.S.B. 21238/65.

THAILAND

(119/65) Wire Conductor for Provincial Electricity Authority. July 9. E.S.B. 21806/65.
(119/65) Cables for Telephone Organization of Thailand. July 8. E.S.B. 21592/65.
State Railway of Thailand:
(120/65) Calcium Carbide. July 7. E.S.B. 21590/65.
(119/65) Vinyl Sheets. July 9. E.S.B. 21506/65.
(119/65) Steel Springs. July 15. E.S.B. 21593/65.
(120/65) Surveying Instruments. July 7. E.S.B. 21594/65.

TURKEY

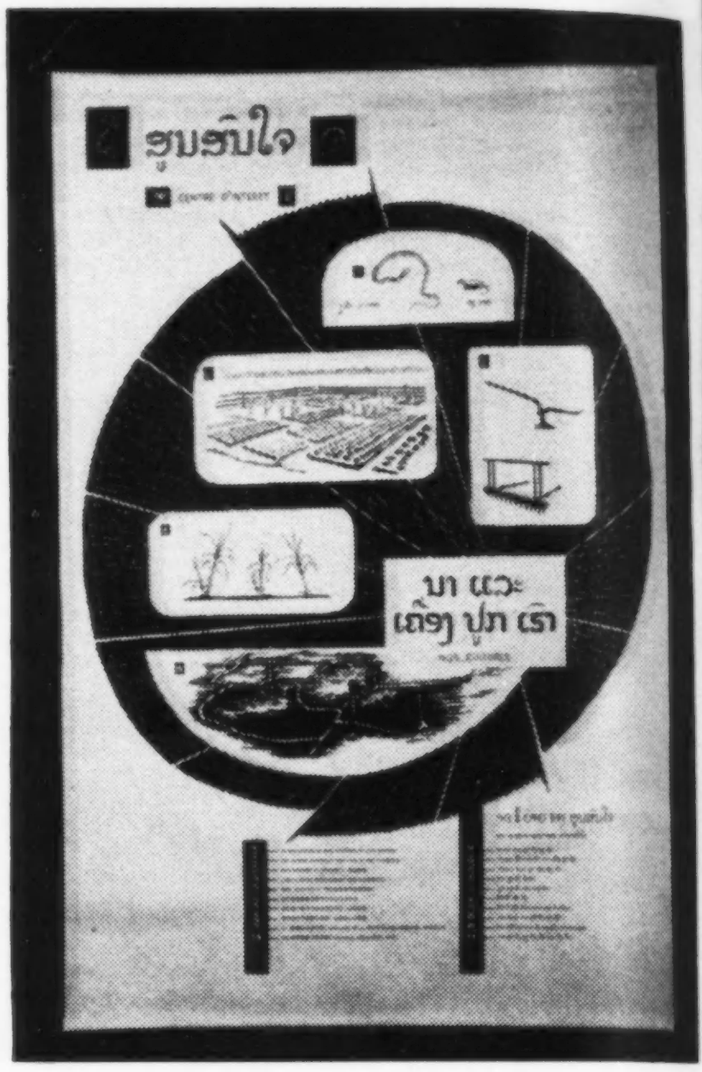
(119/65) Bulldozer Blades for State Highway Department. July 9. E.S.B. 21588/65.*
(120/65) NATO Infrastructure Contract, Construction and Installation of P.O.L. Pier for Turkish Government. Apply by July 17. G.D. 859/65.

UNITED STATES OF AMERICA

Sacramento Municipal Utility District:
(120/65) Power House Equipment. July 22. E.S.B. 22134/65.
(115/65) Crane. August 5. E.S.B. 20710/65.*

VENEZUELA

Instituto Nacional de Obras Sanitarias:
(119/65) Transmission Lines. July 30. E.S.B. 665/65.
(119/65) Construction of Tunnels, August 6. E.S.B. 21576/65.



Illustrated plastic wall charts, which are impervious to insects and the weather, are being presented to schools in Laos by the British Government under a technical assistance scheme.

A thousand each of ten different designs in three colours, with text in French and Laotian, are being supplied to the Crown Agents for Overseas Governments and Administrations, by Associated Trapinex Ltd., a member of the McCorquodale international printing group. Some of the charts were displayed on the Company's stand at the International Plastics Exhibition at Olympia, London.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria
(116/65) Inquiry for hardware; ironmongery. E.S.B. 20586/65.

Australia
(116/65) Agency inquiry for pre-recorded tapes. E.S.B. 18993/65.
(116/65) Inquiry for fork lifts; machinery for the paper, chemical and mining industries; machine shop tools and equipment. E.S.B. 20929/65.
(120/65) Inquir. for hotel equipment and fittings. E.S.B. 21789/65.
(115/65) Inquiry for metal ring binder parts; plastics and ivory board file covers; stationery supplies. E.S.B. 19951/65.
(119/65) Inquiry for biscuits; toffees. E.S.B. 21134/65.

Austria
(120/65) Inquiry for plate bending machines. E.S.B. 21492/65.

Bahamas
(118/65) Agency inquiry for pharmaceutical lines. E.S.B. 20319/65.
(120/65) Inquiry for sanitary earthenware; wallpaper. E.S.B. 21655/65.
(120/65) Inquiry for fancy goods; leather goods; piecegoods; sports goods. E.S.B. 21624/65.
(118/65) Inquiry for hospital clothing and supplies; surgical instruments. E.S.B. 20316/65.
(120/65) Inquiry for electric cable; light fittings. E.S.B. 21490/65.

Belgium
(120/65) Agency inquiry for heavy engineering equipment. E.S.B. 21731/65.
(120/65) Agency inquiry for dish-washing machines; washing machines. E.S.B. 21732/65.
(120/65) Agency inquiry for industrial materials and equipment; laboratory equipment. E.S.B. 21644/65.

Bermuda
(118/65) Inquiry for hosiery; knitwear; etc. E.S.B. 20871/65.

Brazil
(120/65) Inquiry for industrial cleaning equipment. E.S.B. 21439/65.

Canada
(120/65) Agency inquiry for metal screws. E.S.B. 4677/65.
(119/65) Agency inquiry for builders' hardware for use in construction projects. E.S.B. 21602/65.
(115/65) Inquiry for centrifugal blowers; machinery and equipment for the pulp and paper industry; valves; worm gear reducers. E.S.B. 20311/65.

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(118/65) Inquiry for generators. E.S.B. 20664/65.
(118/65) Inquiry for chemicals. E.S.B. 20159/65.
(119/65) Inquiry for knitting yarns. E.S.B. 21195/65.
(121/65) Inquiry for hospital and laboratory supplies. E.S.B. 21611/65.
(120/65) Manufacture under licence – winches. E.S.B. 17182/65

Congo Republic
(119/65) Agency inquiry for stationery; telecommunications equipment. E.S.B. 19565/65.

Costa Rica
(116/65) Inquiry in respect of electrical equipment; generators. E.S.B. 21114/65.

Dominica
(119/65) Inquiry for agricultural machinery; soft drinks; window display equipment. E.S.B. 21437/65.

Finland
(116/65) Inquiry for steel and aluminium sheeting. E.S.B. 21321/65.
(119/65) Inquiry for automotive hardware. E.S.B. 21453/65.

France
(119/65) Inquiry for electronic and horological components and equipment; precision engineering products. E.S.B. 5011/65.
(120/65) Agency inquiry for pressing equipment for the clothing industry. E.S.B. 13188/65.
(116/65) Manufacture under licence – electric apparatus for industrial use. E.S.B. 21149/65.

Germany, Federal Republic of
(118/65) Agency inquiry for torsional couplings. E.S.B. 21198/65.
(119/65) Agency inquiry for electrical connections. E.S.B. 21367/65.
(116/65) Inquiry for galvanizing plant; mechanical handling plant; packaging machines. E.S.B. 20632/65.
(116/65) Inquiry for accessories for data processing machines. E.S.B. 20940/65.
(120/65) Inquiry for rubber components. E.S.B. 21428/65.
(116/65) Import opportunity – fruit etc. C.R.E. 66/65.

Hungary/Turkey
(120/65) Trade Agreement. C.R.E. 5737/G.

India
(119/65) Inquiry for technical educational equipment. E.S.B. 14050/65.

Italy
(120/65) Agency inquiry for laboratory and surgical equipment. E.S.B. 20864/65.
(116/65) Agency inquiry for ammunition; cartridge shells and shot; clay pigeons. E.S.B. 20548/65.
(116/65) Agency inquiry for garage and service station equipment. E.S.B. 20673/65.
(119/65) Agency inquiry for industrial machinery and plant. E.S.B. 21122/65.

Italy/Rumania
(120/65) Trade Agreement. C.R.E. 3579/G.

Jamaica
(116/65) Inquiry for raw materials for the manufacture of steel rule dies. E.S.B. 20697/65.
(121/65) Inquiry for hospital equipment and supplies; medical equipment. E.S.B. 21137/65.

Kenya
(119/65) Inquiry for cosmetics, pharmaceuticals and allied lines. E.S.B. 21376/65.

Lebanon
(121/65) Agency inquiry for cornflour; custard powder. E.S.B. 21451/65.

Mexico
(116/65) Agency inquiry for railroad equipment. E.S.B. 19857/65.

Netherlands
(120/65) Agency inquiry for building and construction materials; ethylene propylene rubber products; industrial machinery. E.S.B. 20520/65.

Portugal
(115/65) Agency inquiry for domestic electrical equipment and appliances. E.S.B. 20942/65.
(115/65) Inquiry for amplifying equipment. E.S.B. 20672/65.

Rhodesia
(116/65) Inquiry for audio and visual aids; handicrafts; scientific and educational games and equipment; sports and gymnastic equipment. E.S.B. 20135/65.

Saudi Arabia
(116/65) Inquiry for surgical dressings. E.S.B. 20670/65.

South Africa
(121/65) Agency inquiry for cream separators. E.S.B. 21650/65.
(116/65) Agency inquiry for aircraft cleaning materials etc. E.S.B. 20978/65.
(116/65) Agency inquiry for heaters and heating systems. E.S.B. 20974/65.
(118/65) Agency inquiry for furniture fittings; upholstery materials and curtainings. E.S.B. 20987/65.
(118/65) Inquiry for plant for producing dished and flanged ends for tanks and vessels. E.S.B. 21148/65.
(118/65) Inquiry for clothing; games; sporting equipment. E.S.B. 20140/65.

Spain
(118/65) Inquiry for metal tubes; marine equipment, machinery and components; steel castings; valves. E.S.B. 21344/65.

Sweden
(115/65) Agency inquiry for knitwear; dresses and skirts. E.S.B. 20687/65.

Switzerland
(121/65) Agency inquiry for giftware; household items. E.S.B. 16721/65.

Tunisia/Pakistan
(119/65) Trade Agreement. C.R.E. 7838/G.

United Arab Republic
(118/65) Inquiry in respect of equipment for installation in hotels to be constructed. E.S.B. 20983/65.

United States of America
(119/65) Agency inquiry for abattoir machinery. E.S.B. 21404/65.
(118/65) Inquiry in respect of chemical fertilizer plant – further information. E.S.B. 17106/65.
(120/65) Inquiry for gift items. E.S.B. 21390/65.
(119/65) Inquiry for equipment for industrial, utility, water and sewage plants. E.S.B. 21452/65.
(116/65) Manufacture under licence in Britain – dispensing machines for golf balls; veterinary appliances and equipment. E.S.B. 21133/65.
(118/65) Manufacture under licence in Britain – tools and equipment. E.S.B. 21127/65.
(119/65) Manufacture under licence – electronic control equipment. E.S.B. 21454/65.

Windward Islands
(119/65) Custom-made and orthopaedic shoes. E.S.B. E.S.B. 21150/65.

Yugoslavia/Turkey
(120/65) Trade Agreement. C.R.E. 5718/G.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of May 21. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 1316 of June 11 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Top management at Poznan

Mr. J. F. Willsher, sales director of George Kent Limited, and Mr. I. P. Rumbles, export manager, are attending the Poznan International Trade Fair which opened for two weeks on June 13. Their visit, which started on June 17, is aimed at increasing the already high level of business with Poland where currently sales of Kent Group industrial instruments exceed those to any other European country. During their visit they will renew personal contacts with existing and potential customers and, in particular, with senior officials of the Polish State Trading Organizations. Another marketing specialist, Mr. J. E. Lee of the Kent Export Sales Team, will also attend, joining engineers from the Vienna office of George Kent Limited and from Kent-Tieghi S.p.A., an Italian subsidiary company. They will be concerned with sales promotion activities and technical liaison with customers.

Executives visit Russia

Mr. John Mills, managing director of Churchill Gear Machines Ltd., and Mr. David Walder, commercial manager of the Charles Churchill Export Division, left for Russia on June 21 at the invitation of Stankoimport, one of the official Soviet trading organizations, for commercial and technical discussions on certain products from the Churchill Group. Mr. Mills said that they also hope to visit some of the potential users of their machines in the Russion automobile, truck and tractor industries.

The visit to Russia follows the completion of a successful trade mission to Spain headed by Mr. R. Gabriel, deputy chairman of the Charles Churchill Group.

North American tour

Mr. J. E. C. Bailey, director of Derbyshire Stone Limited, and chairman and managing director of the Baird and Tatlock Group of Companies, left the United Kingdom on June 13, for Canada and the United States. Mr. Bailey will be visiting Toronto, Boston and New York, and will return on June 23.

Construction equipment overseas

Two export representatives of Winget Ltd.'s Constructional Equipment Division have left the country on extensive overseas tours. Mr. R. Spencer Leech went on June 14 on a fact finding mission to Tunisia, Libya and Egypt. He is to spend much of his time in Tripoli, Benghazi and Cairo. Mr. C. Myall left on June 9 for a sales promotion drive in Iraq, Kuwait, Bahrein, and Saudi Arabia. Amongst the many places that he is to visit are Baghdad, Dubai, Abu Dhabi, Jedda, Alkhobar and Riyadh.

Malleable ironfounder returns from South Africa

Mr. Ian Hay, a director and general manager of Ley's Malleable Castings Ltd., and joint managing director of Ewart Chainbelt Ltd., Derby, has just returned from South Africa, where he visited an associated company, J. and C. Malleable (Pty.) Ltd., Johannesburg, and met South African agents.

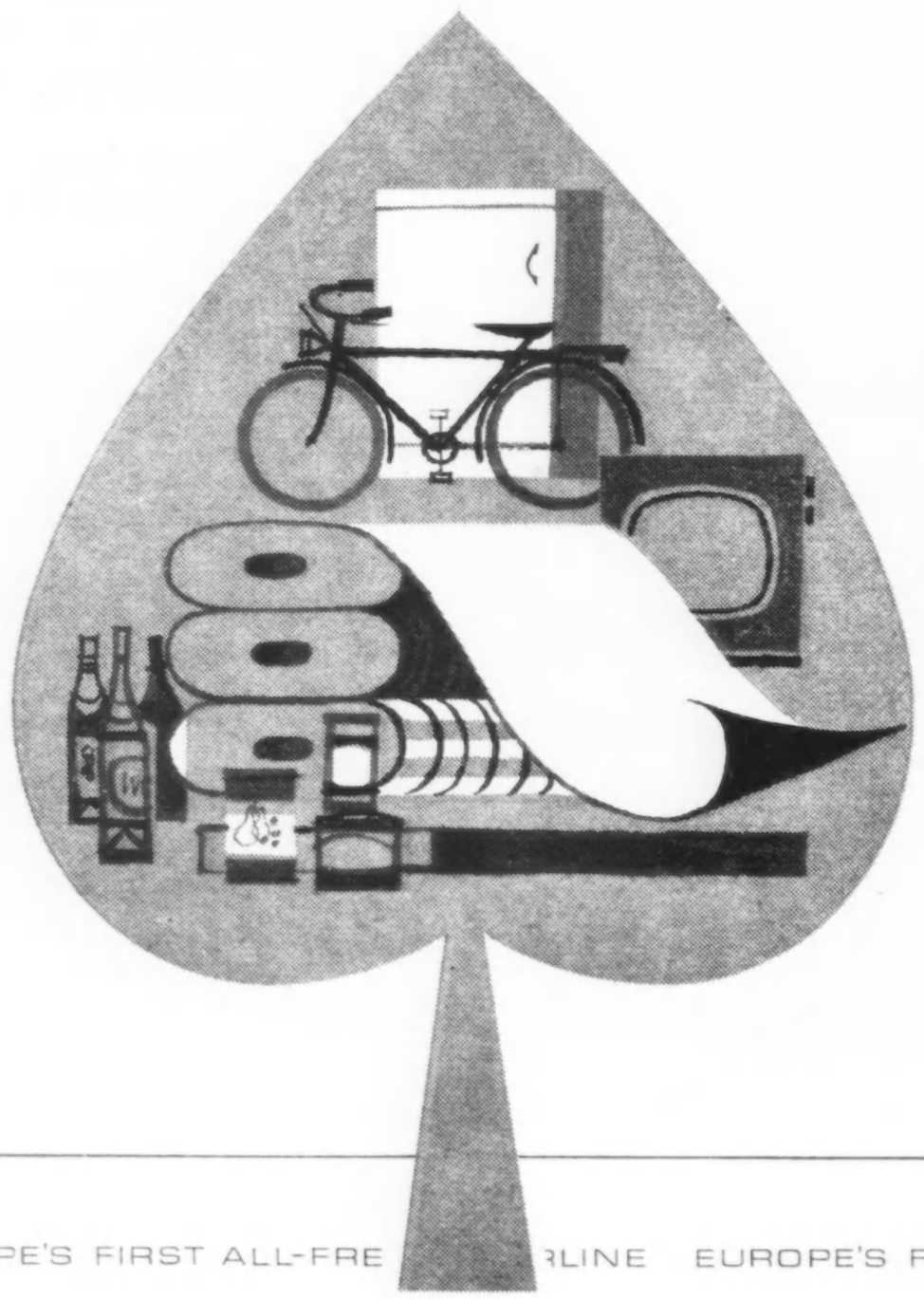
Commencing on his visit, Mr. Ley said: 'South Africa had been one of our best export markets for over 30 years, and has shown steady improvement. Prospects for future sales in this highly competitive market are extremely good.'

Rome Chamber of Commerce's visit to London

A DELEGATION of 24 members of the Rome Chamber of Commerce visited London at the invitation of the London Chamber of Commerce from June 20 until today (June 25). Signor Anacleto Gianni, president of the Rome Chamber, led the delegation whose members represented agriculture, building and construction, transport, fashion, printing, textiles, food and wine, and discussed with members of the London Chamber means of expanding Anglo-Italian trade.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *February* 19, 1965.



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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FINLAND

Changes in Finnish import duty

THE FOLLOWING changes came into effect on June 1, 1965. In some cases the changes signify an increase of the autonomous duty, but they will not be taken into account in the EFTA treatment (e.g. fabric used for the industrial manufacture of machinery belting or machinery packing, in items 51.04, 55.09, 56.07, 59.08 and 59.11).

Tariff Item Number		Unit	Rate of Duty
	Section VII: Artificial resins and plastic materials, cellulose esters and ethers, and articles thereof; rubber, synthetic rubber, factice and articles thereof.		
	Chapter 39. Artificial resins and plastic materials, cellulose esters and ethers; articles thereof.		
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:		
	unworked:		
	starch modified by etherification or esterification:		
402	for use in the textile or paper industry, subject to the application of the security or declaration procedure	1 kg	t 0·30
403	other	1 kg	0·50
409	other		free
500	worked		20%
	Starches modified by esterification and etherification have previously been classified under B.N. 35.05. They have been transferred to B.N. 39.06. The duties will remain unaltered at Fmks 0·30 per kilo if used by the textile and paper industries and Fmks 0·50 per kilo if used for other purposes.		
	Chapter 40. Rubber, synthetic rubber, factice, and articles thereof.		
40.11	Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:		
010	tyres other than penumatic		30%
	inner tubes and tyre cases:		
021	for tractors (Note)		20% t 13%
029	other (Note)		30% 1·10
	Minimum rate p.	1 kg	t 13%
070	other (Note)		30% t 13%
	Note to sub-headings Nos. 40.11.021, 40.11.029 and 40.11.070. Inner tubes, tyre cases and tyre flaps, classified under these sub-headings and used for the industrial manufacture of lorry and motor bus chassis, lorry trailers, tractors or mechanically propelled works trucks, and of self-propelled machinery falling within Chapter 84, shall pay a duty of 13% *ad valorem*, on the conditions prescribed by the Council of Ministers.		
	Section VIII: Raw hides and skins, leather, furskins and articles thereof saddlery and harness; travel goods, handbags and the like; articles of gut (other than silk-worm gut).		
	Chapter 41. Raw hides and skins (other than furskins) and leather.		
41.01	Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split, including sheepskins in the wool		free
	Section XI: Textiles and textile articles.		
	Notes. 5:1 Tarpaulin fabric shall be taken to mean in the Nomenclature stiff, tight-woven fabric of vegetable textile materials or of discontinuous man-made fibres but not containing natural silk or man-made fibres falling within heading No. 51.01 of a kind generally used to protect goods stored in the open and weighing more than 500 g. per sq. m., including fabric impregnated with chemicals, fat or tar. When coated or impregnated with other materials, such fabric will be regarded as tarpaulin fabric only when the textile material used for one sq. m. of it exceeds 500 g. by weight.		
	Chapter 51. Man-made fibres (continuous).		
51.01	Yarn of man-made fibres (continuous), not put up for retail sale:		
	of synthetic man-made fibres:		
020	sewing thread		12%
100	cord yarn		8%
	other:		
401	creped yarn		15%
409	other (Note)		8% t free
	of transformed man-made fibres:		
901	cord yarn (Note)		22% t 10%
909	other (Note)		22% t free
	Note 1 to sub-headings Nos. 51.01.409 and 51.01.909. Yarn classified under these sub-headings and used by the industry for the manufacture of fishing nets, shall be duty free, on the conditions prescribed by the Council of Ministers.		
	Note 2 to sub-heading No. 51.01.409. Yarn classified under this sub-heading and used by the industry for the manufacture of creped yarn, shall be duty free, on the conditions prescribed by the Council of Ministers.		
	Note 3 to sub-heading No. 51.01.901. Yarn classified under this sub-heading and used by the industry for the manufacture of tyre cases for vehicles, shall pay a duty of 10% *ad valorem*, on the conditions prescribed by the Council of Ministers.		
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofiil or strip of heading Nos. 51.01 or 51.02:		
010	cord fabric		10%
020	fabric, weighing more than 300g. per sq. m., used for the industrial manufacture of machinery belting, machinery packing, or tubing, subject to the applica- of the security or declaration procedure		t 10%
	other:		
	of synthetic man-made fibre material:		
491	printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12		50%
	minimum rate p.	1 kg	7·50
499	other (Note)		50%
	minimum rate p.	1 kg	6·50 t 25%
	of transformed man-made fibre material:		
	containing natural silk and/or man-made fibres falling within heading No. 51.01, together more than 85% by weight:		
920	printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12		50%
	minimum rate p.	1 kg	9·50
930	other (Note)		50%
	minimum rate p.	1 kg	8·00 t 25%
	other:		
950	printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12		50%
	minimum rate p.	1 kg	7·00
990	other (Note)		50%
	minimum rate p.	1 kg	6·50 t 25%
	Note to sub-headings Nos. 51.04.499, 51.04.930 and 51.04.990. Woven fabrics classified under these sub-headings, when used for the manufacture of sails or of embroidery sold in the piece, in strips or in motifs, shall pay a duty of 25% *ad valorem*, on the conditions prescribed by the Council of Ministers.		
	Chapter 54. Flax and ramie.		
54.05	Woven fabric of flax or of ramie:		
010	tarpaulin fabric		30%
	minimum rate p.	1 kg	1·20

Tariff Item Number		Unit	Rate of Duty
	other:		
001	woven with designs, the weave design being visible and the number of threads within the design exceeding 8; fabrics with woven names, letters or numbers . . . . . minimum rate p.	1 kg	40% 3·75
	other: unbleached and undyed:		
003	weighing more than 500 g. per sq. m. . . . minimum rate p.	1 kg	40% 1·50
	weighing not more than 500 g. per sq. m.:		
005	containing in a surface of 1 sq. cm. not more than 35 warp and weft threads, counted together . . . . . minimum rate p.	1 kg	40% 2·75
007	containing in a surface of 1 sq. cm. more than 35 warp and wet threads, counted together minimum rate p.	1 kg	40% 3·50
009	other . . . . . minimum rate p.	1 kg	40% 3·50
	Chapter 55. Cotton.		
55.09	Other woven fabrics of cotton:		
010	cord fabric		10%
020	fabric, weighing more than 300 g. per sq. m., used for the industrial manufacture of machinery belting or machinery packing, subject to the application of the security or declaration procedure		t 10%
030	tarpaulin fabric . . . . . minimum rate p.	1 kg	30% 1·20
	other: containing natural silk or man-made fibres falling within heading No. 51.01:		
150	printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12 . . . . . minimum rate p.	1 kg	50% 7·00
250	other . . . . . minimum rate p.	1 kg	50% 6·50
	other:		
580	woven with designs, the weave design being visible and the number of threads within the design exceeding 12. . . . . minimum rate p.	1 kg	35% 4·50
	other: weighing more than 250 g. per sq. m.:		
810	unbleached and undyed . . . . . minimum rate p.	1 kg	35% 1·85
820	other . . . . . minimum rate p.	1 kg	35% 3·30
	weighing more than 100 g. but not more than 250 g. per sq. m.:		
830	unbleached and undyed . . . . . minimum rate p.	1 kg	35% 2·50
840	other . . . . . minimum rate p.	1 kg	35% 4·00
	weighing not more than 100 g. per sq. m.:		
870	unbleached and undyed . . . . . minimum rate p.	1 kg	35% 5·00
890	other . . . . . minimum rate p.	1 kg	35% 7·00
	Chapter 56. Man-made fibres (discontinuous).		
56.02	Continuous filament tow for the manufacture of man-made fibres (discontinuous):		
100	of synthetic man-made fibres		free
	of transformed man-made fibres:		
201	for the manufacture of cigarette filters . . .		free
209	other		22%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):		
010	cord fabric		10%
020	fabric, weighing more than 300 g. per sq. m., used for the industrial manufacture of machinery belting or machinery packing, subject to the application of the security or declaration procedure		t 10%
030	tarpaulin fabric . . . . . minimum rate p.	1 kg	30% 1·20
	other: containing natural silk or man-made fibres falling within heading No. 51.01:		
001	printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12 . . . . . minimum rate p.	1 kg	50% 7·00
003	other . . . . . minimum rate p.	1 kg	50% 6·50
	other:		
910	woven with designs, the weave design being visible and the number of threads within the design exceeding 12. . . . . minimum rate p.	1 kg	35% 4·50
	other:		
920	weighing more than 250 g. per sq. m. . . . minimum rate p.	1 kg	35% 3·30
950	weighing more than 100 g. but not more than 250 g. per sq. m. . . . . minimum rate p.	1 kg	35% 4·00
990	weighing not more than 100 g. per sq. m. . minimum rate p.	1 kg	35% 7·00
	Chapter 57. Other vegetable textile materials; paper yarn and woven fabrics of paper yarn.		
57.09	Woven fabrics of true hemp:		
010	tarpaulic fabric . . . . . minimum rate p.	1 kg	30% 1·20
	other:		
001	weighing more than 500 g. per sq. m. . . . minimum rate p.	1 kg	40% 2·00
009	weighing not more than 500 g. per sq. m. . . minimum rate p.	1 kg	40% 3·50
57.10	Woven fabrics of jute:		
010	fabric, weighing more than 300 g. per sq. m., used for the industrial manufacture of machinery belting or machinery packing, subject to the application of the security or declaration procedure . . .		t 10%

Tariff Item Number		Unit	Rate of Duty
	other:		
001	unbleached, undyed and unsized, containing in a surface of 2 sq. cm. not more than 17 warp and weft threads, counted together . . (Notes) minimum rate p.	1 kg	40% 0·50
	Notes to sub-heading No. 57.10.001: 1. In the case of fabrics weighing more than 400 g. per sq. m., two-ply warp threads shall be regarded as single threads. 2. In classification, no account shall be taken of such coloured stripes in fabrics as are intended to serve as guide marks in the bags to be made of such fabrics.		
009	other . . . . . minimum rate p.	1 kg	40% 1·00
	Chapter 58. Carpets, mats, matting and tapestries; pile and chenille fabrics; narrow fabrics; trimmings; tulle and other net fabrics; lace; embroidery.		
58.07	Chenille yarn, gimped yarn (other than metallized yarn of heading No. 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; tassels, pompons and the like:		
	chenille yarn:		
110	of natural silk		10%
191	of man-made fibres falling within heading No. 51.01 minimum rate p.	1 kg	30% 5·00
192	of sheep's or lambs' wool or of other animal hair . minimum rate p.	1 kg	8% 1·10
193	of cotton or of man-made fibres falling within heading No. 56.01 . . . . . minimum rate p.	1 kg	12% 1·20
194	of jute . . . . . minimum rate p.	1 kg	12% 0·25
199	of other textile material . . . . . minimum rate p.	1 kg	12% 0·60
500	in one cord for fishing nets, with floats or weights . minimum rate p.	1 k.	10% 1·10
700	gimped elastic yarn not falling within head No. 40.07 (e.g. of polyurethane)		8%
	other:		
991	of natural silk or of man-made fibres falling within heading No. 51.01 . . . . . minimum rate p.	1 kg	50% 12·0
992	of metal thread or of metallized textile yarn . . minimum rate p.	1 kg	100% 65·00
993	of sheep's or lambs' wool or of other animal hair . minimum rate p.	1 kg	35% 7·00
	of cotton or of man-made fibres falling within heading No. 56.01:		
994	containing natural silk or man-made fibres falling within heading No. 51.01 . . . . . minimum rate p.	1 kg	50% 9·00
995	other . . . . . minimum rate p.	1 kg	35% 5·50
999	of other textile materials . . . . . minimum rate p.	1 kg	40% 3·50
	Chapter 59. Wadding and felt; twine, cordage, ropes and cables; special fabrics; impregnated and coated fabrics; textile articles of a kind suitable for industrial use.		
59.03	Bonded fibre fabrics and articles of bonded fibre fabrics, whether or not impregnated or coated:		
001	bonded fibres fabrics, in the piece, whether or not impregnated or coated . . . . . minimum rate p.	1 kg	30% 3·00
009	other . . . . . minimum rate p.	1 kg	35% 4·50
59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials:		
001	insulating strip, and strip, treated with adhesive glue, for other purposes, of a width not exceeding 5 cm.; electrical insulating sleeving; tape for technical purposes or for use in the shoemaking industry . .		15%
004	fabric, weighing more than 300 g. per sq. m. when not impregnated and/or not coated, used for the industrial manufacture of machinery belting or machinery packing, subject to the application of the security or declaration procedure		t 10%
005	tarpaulin fabric . . . . . minimum rate p.	1 kg	30% 1·20

(Continued on next page)

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FINLAND, *continued*

Tariff Item Number		Unit	Rate of Duty
	other:		
006	coated with derivatives of cellulose . . . minimum rate p.	1 kg	35% / 1·90
	other:		
007	containing natural silk or man-made fibres falling heading No. 51.01 . . . . . minimum rate p.	1 kg	50% / 12·00
009	other . . . . . minimum rate p.	1 kg	35% / 2·10
59.09	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil:		
001	insulating strip, and strip, treated with adhesive glue, for other purposes, of a width not exceeding 5 cm.; electrical insulating sleeving; tape for technical purposes or for use in the shoemaking industry . .		15%
003	tarpaulin fabric . . . . . minimum rate p.	1 kg	30% / 1·20
	other:		
008	containing natural silk or man-made fibres falling within heading No. 51.01 . . . . . minimum rate p.	1 kg	35% / 9·50
009	other . . . . . minimum rate p.	1 kg	35% / 1·70
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods:		
100	cord fabric		10%
150	insulating strip, and strip, treated with adhesive glue, for other purposes, of a width not exceeding 5 cm. .		20%
901	tape for technical purposes or for use in the shoemaking industry . . . . . minimum rate p.	1 kg	15% / 0·80
902	pegamoid . . . . . minimum rate p.	1 kg	35% / 2·10
904	fabric, weighing more than 300 g. per sq. m. when not rubberized, used for the industrial manufacture of machinery belting or machinery packing, subject to the application of the security or declaration procedure		t 10%
905	tarpaulin fabric . . . . . minimum rate p.	1 kg	30% / 1·20
	other:		
906	containing natural silk or man-made fibres falling within heading No. 51.01 . . . . . minimum rate p.	1 kg	50% / 9·50
909	other . . . . . minimum rate p.	1 kg	35% / 2·50
59.12	Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths or the like:		
010	tarpaulin fabric . . . . . minimum rate p.	1 kg	30% / 1·20
	other:		
020	fabrics and tape, of jute, impregnated or coated with asphalt, tar or similar materials		10%
090	other		35%
	Chapter 60. Knitted and crocheted goods.		
60.01	Knitted or crocheted fabric, not elastic nor rubberized:		
	knitted lace:		
030	of natural silk or of man-made fibres falling within heading No. 51.01		35%
070	of other textile materials		30%
080	elastic knitted or crocheted fabric, not falling within heading No. 60.06, containing elastic threads of artificial plastic materials (e.g. of polyurethane) instead of threads of rubber		35%
	other:		
100	of natural silk . . . . . minimum rate p.	1 kg	40% / 32·00
	of synthetic man-made fibres falling within heading No. 51.01:		
201	weighing more than 200 g. per sq. m. . . . minimum rate p.	1 kg	35% / 10·00
209	weighing not more than 200 g. per sq. m. . . . minimum rate p.	1 kg	40% / 20·00
300	of transformed man-made fibres falling within heading No. 51.01 . . . . . minimum rate p.	1 kg	40% / 14·00
400	of sheep's or lambs' wool or of other animal hair . minimum rate p.	1 kg	35% / 6·75
700	of man-made fibres falling within heading No. 56.01. minimum rate p.	1 kg	35% / 6·75
900	of other textile materials . . . . . minimum rate p.	1 kg	35% / 3·50
	Chapter 62. Other made up textile articles.		
62.05	Other made up textile articles (including dress patterns):		
	made up textile articles, in the piece:		
001	of natural silk and/or man-made fibres falling within heading No. 51.01 . . . . . minimum rate p.	1 kg	40% / 6·50
005	of other textile materials . . . . . minimum rate p.	1 kg	40% / 4·00
009	other		40%

Section XIII: Articles of stone, of plaster, of cement, of asbestos, of mica and of similar materials; ceramic products; glass and glassware.

Tariff Item Number		Unit	Rate of Duty
	Chapter 70. Glass and glassware.		
70.07	Cast, rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than rectangular shape, or bent or otherwise worked (for example, edge worked or engraved), whether or not surface ground or polished; multiple-walled insulating glass; leaded lights and the like:		
033	multiple-walled insulating glass . . . . minimum rate p.	1 kg	40% / 0·80
009	other . . . . . minimum rate p.	1 kg	35% / 0·60
70.08	Safety glass consisting of toughened or laminated glass, shaped or not:		
001	bent and made up windscreens and windows for motor cars		15%
002	toughened safety glass, for use by the industry as moulds for the manufacture of acrylic sheets . .		free
009	other . . . . . minimum rate p.	1 kg	35% / 0·60
70.19	Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares, and articles of glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass, including those for toys but excluding those for wear by humans; ornaments and other fancy articles of lamp-worked glass; glass grains (ballotini):		
001	glass grains (ballotini)		free
009	other		50%

Section XV: Base metals and articles of base metal.

Tariff Item Number		Unit	Rate of Duty
	Chapter 73. Iron and steel and articles thereof.		
73.14	Iron or steel wire, whether or not coated, but not insulated:		
	steel copper conductor wire:		
002	the greatest dimension of the cross-section 5 mm. or more		free
003	other		5%
009	other . . . . . (Note)		20% / t 6%

Note to sub-heading No. 73.14.009. Iron and steel wires falling within this sub-heading, used by the industry as raw material for the manufacture of cables, fabrics, netting or springs, shall pay a duty of 6% *ad valorem*, on the conditions prescribed by the Council of Ministers.

Section XVI: Machinery and mechanical appliances; electrical equipment; parts thereof.

Tariff Item Number		Unit	Rate of Duty
	Chapter 85. Electrical machinery and equipment; parts thereof.		
85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes		free

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of June 6, announced the following amendment to the French Customs Tariff:—

Tariff No.	Description of goods	Tariff rate
15.02	Unrendered fats of cattle, sheep or goats, tallow (including *premier jus*) produced from those fats:	
	A. Intended for industrial purposes other than the manufacture of foodstuffs: (a)	
	II. Other than raw	6% (1)

(a) Admission under this sub-heading is subject to conditions to be stipulated by the competent authorities.
(1) This duty is reduced to 2 per cent until September 30, 1965, inclusive.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for meat for human consumption

THE FRENCH *Journal Officiel* of June 11 announced that the list of abattoirs in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities, should be extended by the addition of the following abattoirs:

Name and address	Approval No.
St. Neot's Abattoir Ltd., Station Road, St. Neot's (Hunts)	EWS 29
Public Abattoir, Weston-super-Mare, Somerset .	EWS 30

The French text of the above notice may be seen at the Export Services Branch, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

No.	Description	Price
		s. d.
184/64	To determine the method of operation of the European Development Fund	1 6
188/64	Concerning arrangements for a survey of the structure and distribution of wages in industry	6
189/64	To continue the system laid down in Regulation No. 156 for flour and starch of manioc and other roots and tubers originating in the Associated African and Malagasy States	6
191/64	To adjust and to fix sluice-gate prices for pigs, pigmeat and pigmeat products in respect of imports effected between January 1 and March 31, 1965	6
192/64	On methods of procedure for intervention on the butter market	9
194/64	To extend the period of validity of Regulation No. 170/64 on measures relating to import and export certificates and to advance fixing of the levy and the refund on certain kinds of compound feeding stuffs	6
195/64	To amend Regulation No. 156/64 in the matter of determining the intra-Community free-at-frontier price of milk and dairy products	6
196/64	To extend the period of validity of the Annex to Regulation No. 165/64 concerining certain transport charges which enter into the calculation of refunds on exports to third countries of certain dairy products	3
197/64	To amend Regulation No. 158/64 in respect of the standard calculation of internal taxation levied on import into Italy of certain dairy products	6
4/65	To fix an additional amount of the levies on poultry eggs in shell.	3
5/65	To amend Annex II to Regulation No. 157/64 on adjustments and corrections to be made in determining the free-at-frontier prices for milk and dairy products	6
6/65	To partially suspend the Common Customs Tariff Duty on imports of frozen beef and veal	6
10/65	To fix common standards of quality for garlic	9
11/65	On the granting of a refund to producers in respect of maize groats and meal used in the brewing industry	6

LEBANON

Motor vehicles and trailers

ON APRIL 22, 1965, the Lebanese Minister of Public Works and Transport laid down new regulations for the manufacture and equipment of motor vehicles and trailers.

Requests for further information about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE 981/G.

Seed potatoes

THE BRITISH EMBASSY in Beirut has reported that the Lebanese Ministry of National Economy has placed a ban on the importation of seed potatoes, as stocks at present in the country are sufficient for its needs. This, apparently, is not a general ban but only affects the seed potatoes imported at this time of the year for the late spring and summer crops.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

ALGERIA

Semi-state buying organizations

THE BOARD OF TRADE JOURNAL *of December* 25, 1964, *February* 19, and April 9, 1965, referred to the setting up in Algeria of joint Government-private trade buying groups which had been given a monopoly of imports.

The Algerian *Journal Officiel* of May 28 announced the establishment of the *Groupement Professionel d'Importation des Cuirs et Peaux* (GICP), which has a monopoly of imports of hides and leather of tariff numbers 41-02/03/05 to 08. British firms wishing to contact GICP should write, in French, to:

Monsieur le Directeur,
Groupement Professionel d'Importation des Cuirs et Peaux (GICP),
5 Passage Calmels,
Boulevard Mohamed V,
Algiers.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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KENYA

Import licensing regulations

LEGAL NOTICE No. 156 published in the Kenya *Official Gazette*, announces, with effect from June 4, 1965, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 4) Order, 1965, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 17, 1964 (pages 1200, 1201), and subsequently amended, is now further amended by the insertion of the following items:

Item No.	Description
	Division 64 – Paper, paperboard and manufactures thereof.
	641 Paper and paperboard.
	Other printing and writing paper (machine-made), in rolls or sheets.
641 2 1	Uncoated printing and writing paper in rolls or sheets manufactured in Japan.
641 2 2	Coated printing and writing paper in rolls or sheets manufactured in Japan
	Division 71 – Machinery other than electrical.
	718 Machines for special industries.
718 3 1	Food processing machines (excluding domestic).
	Machinery for milling grain.
	Hand operated and engine driven hammer mills only
	Division 72 – Electrical machinery, apparatus and appliances.
	729 Other electrical machinery and apparatus
	Batteries and accumulators:
729 1 2	Cells, dry, for torches, transistor radios, etc., manufactured in Japan
	Division 73 – Transport equipment.
	732 Road motor vehicles:
	Bodies, chassis, frames and other parts of motor vehicles other than motor-cycles (not including rubber tyres, engines, chassis with engines mounted, electrical parts):
732 8 9	Other parts for motor vehicles (except for motor-cycles and tractors) manufactured in Japan but for motor vehicles not manufactured in Japan
	733 Road vehicles other than motor vehicles:
	Bicycles and other cycles, not motorized, and their parts:
733 1 1	Cycles, not motorized, complete of Japanese manufacture.
733 1 2	Cycle parts only manufactured in Japan.
	Division 86 – Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks.
	861 Scientific, medical, optical, measuring and controlling instruments and apparatus.
	Binoculars, microscopes and other optical instruments.
861 3 1	Binoculars and refracting telescopes, n.e.s. manufactured in Japan.
861 3 9	Other of Japanese manufacture
	Photographic cameras (other than cinematographic) and flash-light apparatus:
861 4 1	Photographic cameras, complete of Japanese manufacture.
861 4 9	Photographic camera parts and accessories including flash-light apparatus of Japanese manufacture.
861 5 0	Cinematographic cameras, projectors, sound recorders and sound reproducers of Japanese manufacture
	Division 89 – Miscellaneous manufactured articles.
	891 Musical instruments, sound recorders and reproducers and parts and accessories therefor:
891 1 2	Tape recorders and tape playing machines, etc., of Japanese manufacture.

Note: The effect of this Amendment Order is to add the above list of items to the Schedule of goods, for which specific import licences are required. However, all items referred to in the list, with the exception of Item 718 3 1 (Machines for special industries), apply to goods manufactured in Japan only.

Legal Notice No. 156 also announces an amendment to Legal Notice No. 97 (published in the *Board of Trade Journal* of May 14, 1965, page 1110) which states that the words 'manufactured or originating in Japan' should be inserted after each item in the list of goods for which a specific import licence is required. This means, in effect, that the goods are only subject to specific import licensing if they are of Japanese origin and that they do not require a specific import licence when they originate from the United Kingdom.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Parcel mails to and from the Irish Republic

BECAUSE of the continuing transport strike in the Irish Republic, the General Post Office confirm that the parcels service between the United Kingdom and the Irish Republic is now suspended. Letter mails are not affected.

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial), at Lusaka, has reported that the Minister of Commerce and Industry have received an application for increase in customs duty on bicycle tyres and tubes as follows:—

Tariff Item			Col. A	Col. B	Col. C	Col. D
260 (a) (i)	Tyres, pneumatic, bicycle, including the immediate wrapper:					
	Present duty . .	per lb.	£0 3s. 0d.	£0 1s. 0d.	£0 1s. 0d.	£0 0s. 9d.
	Proposed duty . .	per lb.	£0 5s. 3d.	£0 3s. 3d.	£0 3s. 3d.	£0 3s. 0d.
260 (b) (i)	Tubes, n.e.e., bicycle:					
	Present duty . .	per lb.	£0 3s. 0d.	£0 1s. 0d.	£0 1s. 0d.	£0 0s. 9d.
	Proposed duty . .	per lb.	£0 5s. 3d.	£0 3s. 3d.	£0 3s. 3d.	£0 3s. 0d.

(Britain pays the Column D Rate of Duty.)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambian authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. quoting reference CRE 6831/65. The closing date for the receipt of representations by the Ministry of Commerce and Industry is July 23.

EAST AFRICA

Exchange control

ON JUNE 10 it was simultaneously announced in Kenya, Uganda and Tanzania that these three countries have decided to assume individual monetary authority with separate central banks and currencies. It will probably take about a year to bring the new currencies into full effect, and in the meantime the East African shilling will remain the common currency.

To safeguard the stability of the present system and to control capital movements, Kenya, Uganda and Tanzania have decided to extend the existing exchange control regulations to cover transactions in sterling with effect from midnight on June 10/11. It is announced that this control is intended to be applied with the minimum of interference with normal trade transactions.

Any inquiries relating to the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2274).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 395, published in the Republic of South Africa Government Gazette of June 11, states that the Board of Trade and Industries have received an application for the withdrawal of rebate facilities on:

Styrene, for the manufacture of synthetic resins and artificial plastics.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African industries concerned which they would wish to lay before the South African Board of Trade and Industries, they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 6861/65.

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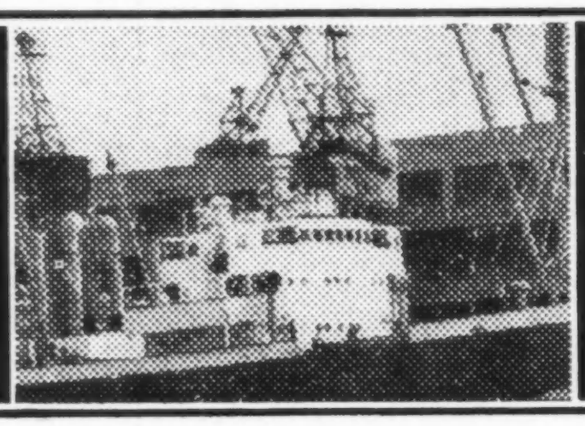

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PAKISTAN

Budget 1965/66

THE PAKISTANI MINISTER of Finance presented his Budget for 1965/66 on June 14. He dwelt on the particular importance of rapid agricultural development, balanced industrial development accompanied by the continued liberal import policy for raw materials, the need to slow up the tendency towards cartels and monopolies by the encouragement of newcomers into the industrial field and the need to improve export earnings. The main highlights of the Budget suggestions include the following:

(1) The rate of excise duty is to be raised on more expensive cigarettes, kerosene oil, cotton fabrics from small power loom factories, fine cotton fabrics, lubricants, jute manufactures and electric fans.
(2) The customs duty has been increased on lubricating oil, cotton yarn and certain other machinery and parts, new complete units of machinery worth Rs. 5 lakhs or less will qualify for a 5 per cent rebate.
(3) Income tax on companies has been further weighted against private and large companies by raising the rebate for public and small companies.
(4) The wealth tax liability ceiling has been removed and the tax exemption limit on charitable funds raised.
(5) The three year tax exemption for foreign technicians has been widened to cover technicians employed during the installation and pre-production periods.
(6) There are to be tax concessions for small investors, savers, pensioners, small house owners and Chambers of Commerce.
(7) Bank rate is to be raised from 4 to 5 per cent.
(8) A cut of 5 per cent is to be made in the overall development programme for 1965/66.
(9) The regulatory duties affecting iron and steel non-ferrous metals and chemicals which were introduced when the free list was established are to become statutory.
(10) Measures have been taken to rationalize the customs tariff in certain respects.

Any inquiries about the customs or excise duties should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Any other inquiries about the Budget should be addressed to Commercial Relations and Exports Department, Room 337, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

MALAYSIA (SINGAPORE)

Pioneer industries ordinance

THE BOARD OF TRADE has been informed by the Singapore Government that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance 1959:

Industries	Products
Metal Working	Woven wire netting. Galvanized and non-galvanized – all types cut.
Metal Working	Components, accessories, spare parts, supplies and fittings for tractors and other earth moving plant.
Wire Manufacture	Drawn Copper Wire
Non-Metallic mineral products manufacture	Artificial Marble
De-germination of cereals	Germs from cereals and associated products.

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal*, April 23, 1965 (Page 920) items No. 1, 2, 4, 6 and 7. Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627) quoting reference 6197/4/G.

Import control

THE BOARD OF TRADE has received a copy of Notice to Singapore Importers No. 234 which states that with effect from June 8, 1965 the importation of:

> Fishing nets of synthetic or artificial fibres (Tariff Code No. 655 622) from any country (including the Malaysian territories) must be covered by specific import licences approved by the Import and Export Control Registration Department. However, goods manufactured in Malaysia or of Malaysian origin are not

(*Continued on next page*)

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MALAYSIA, *continued*

subject to this measure of import control, but the importation of such goods must be supported by documentary evidence showing the country of manufacture or origin of the goods and countersigned by the appropriate Malaysian Customs authority of the exporting State.

A Notification published on June 8, 1965 as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail, except for consignments manufactured in Malaysia or of Malaysian origin, and will be restricted to import quotas to be issued by the Department.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and revelant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Quotas will be restricted to 100 per cent of an applicant's proved imports for the said period and will be issued at intervals of three months commencing June 8, 1965.

Letters of Credit for the said goods must not be established and orders for such goods *must not* be placed with suppliers, unless an appropriate Import Licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before June 8, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import Licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and

(ii) the goods shall be re-exported within the period specified in the import licence.

Existing Import Licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before June 8, 1965.

Importers who have already established before June 8, 1965, irrevocable Letters of Credit for any of the said goods, should have produced to the Department within 14 days of this Notice, documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilized; or

(b) If the Letters of Credit have been fully or partially utilized, details of:

(i) value and quantity of goods already taken up; and

(ii) the respective dates on which the quantities were imported.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
FILM, roll film, sheet or strip of non-cellular regenerated cellulose, otherwise classifiable under Tariff Item 365 (A) (4)	449 (A) (1)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL GOODS: Complete valves and tubes, otherwise classifiable under Tariff Item 181 (J) (6), viz.: Acorn Barretters Camera tubes (including emitron, iconoscope, image converters, image dissectors, image orthicon, vidicon) Cold cathode gas tubes (including corona stabilizers, trigger tubes, voltage reference, voltage regulators, voltage stabilizers) Electro-mechanical transducers Hot cathode gas tubes (including ignitrons, mercury arc rectifiers, thyratrons, xenon rectifiers) Image intensifiers Klystron Lighthouse Magnetron Pencil Phototubes (including photoconductive, photo-junction, photosensitive, photomultiplier) Relay type tubes Strobotrons Storage tubes (including monoscopes) Transmit-receive tubes (TR tubes) Travelling wave tubes (including backward wave oscillators) Tuning indicators (magic eye tubes) Other but not including types suitable for use in connection with radio or television transmission or reception apparatus or for line telephony or telegraphy Premium or ruggedized types (i.e., identifiable as being electrical counterparts for non-premium or entertainments types), provided they are: in direct transit to Australian on May 20, 1965, and are entered for home consumption on arrival; or in bond in Australia on May 20, 1965, and are entered for home consumption on or before June 21, 1965.	449 (A) (1)	Free

COSTA RICA

Customs tariff

BY DECREE No. 23 published in the Costa Rican *Official Gazette* on May 7 and effective thirty (30) days after publication, the following increase has been made in the Customs Tariff:—

Tariff No.	Description	Kilo Gross Weight
656-03-05-01	Bedspreads of any kind	US $2·00 + 20% *ad val.*

The present tariff on this item is US $0.80 per kilo gross weight plus 20 per cent *ad valorem* which is the rate for the second year of the progressive tariff of the Protocol of San José and which was to reach the uniform tariff of US $2.00 plus 20 per cent *ad valorem* in the fifth year. However, by virtue of Legislative Decree No. 3319 of July 31, 1964, the Government is authorized to adopt uniform tariff whenever it is deemed to be of interest to the country.

VENEZUELA

Customs tariff changes

HM EMBASSY in Caracas report that by Resolution No. 1931 and No. 1934 issued by the Venezuelan Ministries of Finance and Development on May 21 and effective from June 16, 1965, the following increase has been made in Customs Tariff for gummed paper and corrugated paper tapes.

Tariff No.	Description	Duty in Bolivars
642-09-09-3-A	With or without print	3-00
642-09-09-3-B	Suppressed	8-00
642-09-09-3-C	With temporary adherents	

ECUADOR

New customs tariff

IT HAS BEEN reported by HM Embassy at Quito that the new Ecuadorean customs tariff has been legally in force since May 1, 1965. However, as it is under discussion in Ecuadorean Govern-

ment departments, customs dues are still being calculated at the old rates, importers being liable to make up the difference between old and new where applicable.

The new tariff may be inspected in Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 476.

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

2,4,5, Trichlorophenoxy Acetic Acid.

Mercurial single purpose fungicide seed treatments and mercurial dual-purpose fungicide/insecticide seed treatments, also identified as seed dressings, seed disinfectants, and/or seed fungicides.

(Rulings effective July 12, 1965)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-33-3 and D51-31-1 dated June 10, 1965.

Of 'a class or kind made in Canada':

Commercial barbecue machines, gas or electric heater, such as are used for cooking fowl in super markets and restaurants.

Hexamethylenetetramine (Ammoniosormaldehyde; Hexamine; Hexamethyleneamine; Methenamine).

(Rulings effective July 19, 1965).

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-6-1 and D51-33-3 dated June 17, 1965.

Customs tariff amendments

THE CANADIAN GOVERNMENT have issued an Order-in-Council P.C. 1965-1057 dated June 10, 1965, making the following additions to the Canadian customs tariff:

Tariff Item	Goods Subject to Duty and Free Goods	British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Effective Date
	SCHEDULE 'A'				
438 l	Rag base dielectric tufting felt, 0·095 to 0·110 inch in thickness, for use in the manufacture of risers on door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles . . . (*Expires October* 31, 1965)	Free	Free	35%	June 1, 1965
438 n	Waterproof semi-rigid fibreboard, laminated on both sides with polyethylene film and kraft liner, treated on one side, not more than 0·090 inch in thickness, for use in the manufacture of rear compartment tops used as original equipment in the manufacture of passenger automobiles . . . . (*Expires October* 31, 1965)	Free	Free	35%	June 1, 1965
438 o	Sheet or strip of iron or steel, hot- or cold-rolled, for use in the manufacture of seat belt floor fittings and buckles for motor vehicles . . . . (*Expires October* 31, 1965)	Free	Free	25%	June 1, 1965

INDUSTRIAL FILM CATALOGUE

A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

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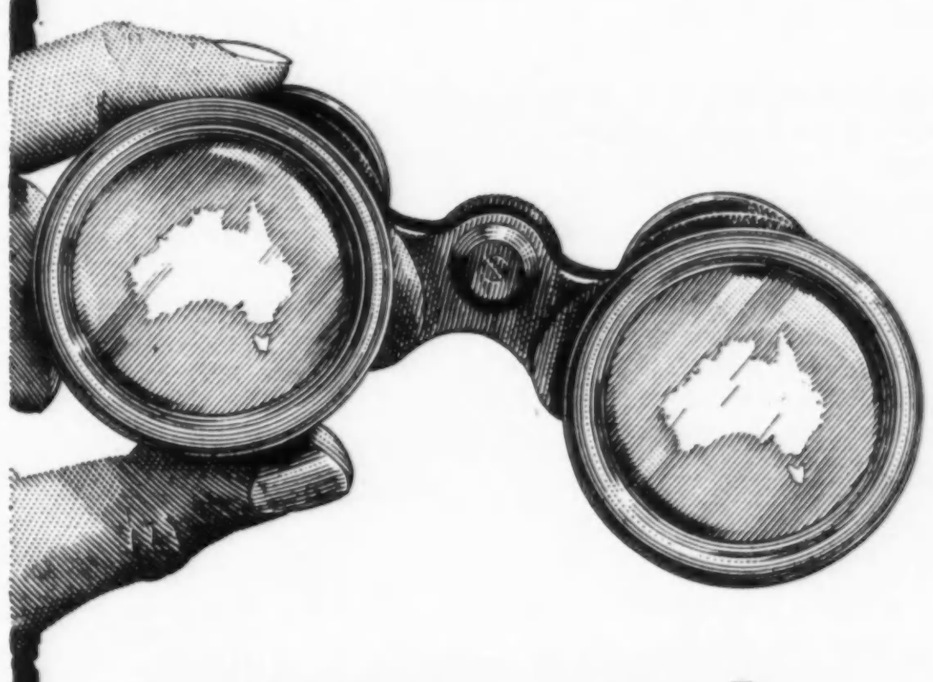

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Title	*Last published*
Balance of payments (Q)	This week
Business names registered (A)	12 Feb. 1965
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– final (Q)	9 April 1965
Distributive and service trades (A)	1 Jan. 1965
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Chemical industries production (6-M)	21 May 1965
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New companies registered (M)	21 May 1965
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International trade credit (A)	7 May 1965
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	11 June 1965
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British Commercial Representatives Overseas	21 May 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
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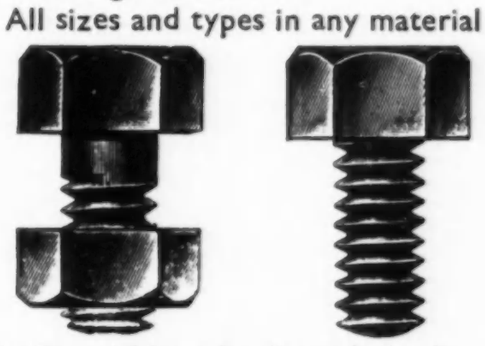

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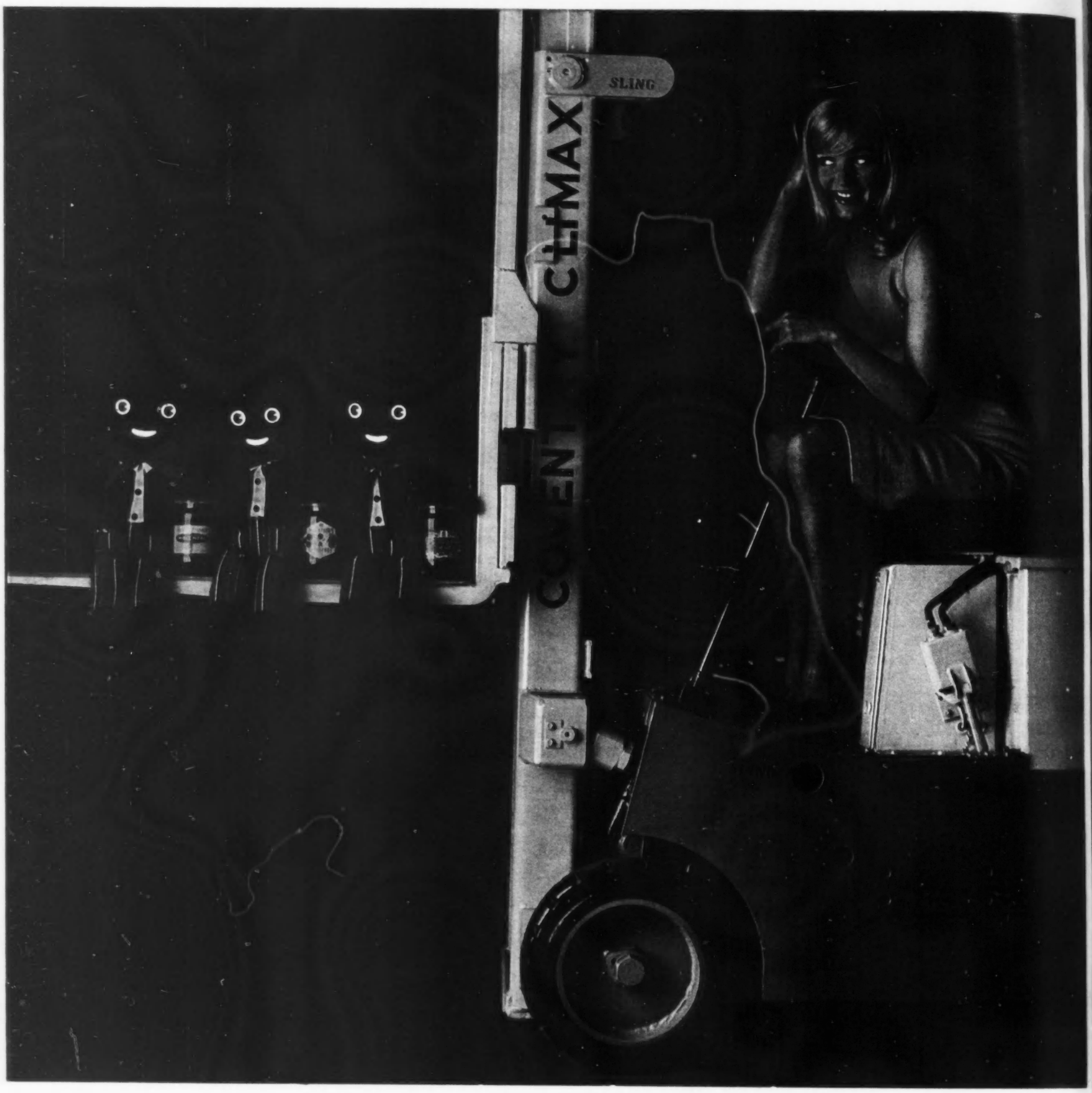

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